



# ■ spotlight

August 2010 Vol. 43 No. 8

# American Income's *got Talent*



A monthly publication spotlighting top producers of American Income Life and National Income Life



**Roger Smith**

President & CEO  
AIL & NILICO

## Personal Relationships Equal Good Business

Recently, I was privileged to speak before a fantastic group of achievers — over 200 of our AIL/NILICO public relations representatives — at the Gaylord Texan Resort in Grapevine, Texas, for their annual PR Summit. It was a terrific meeting which you will read more about in this month's Spotlight.

During one of the sessions, PR Representative and “Shoot for the Cure” founder Mark Gargliardi told how developing personal relationships is good for business in general. I couldn't agree more!

I feel our Company enjoys a sterling reputation among the working people of the United States, Canada and New Zealand. I don't know of a group of people in any company anywhere in the world who are more committed to country, and to the working people who make up that country, than the people in our Company.

How fortunate we are to be associated with a company founded on the philosophy that if you are going to take from the community, you have the responsibility and duty to put back into the community.

Bernard Rapoport, who I am proud to say just celebrated his 93rd birthday, has a deep sense of helping people at all times and made it part of our foundation, the company's heart and soul. This is demonstrated through what sets us apart from other companies — our actions on several fronts and the relationships they develop along the way.

Every day our Agents and Public Relations Representatives exemplify the importance of personal relationships with our clients in everything they do. Whether it's dropping off coffee and donuts to striking workers on a picket line, debating workers rights and fighting for financial reform, or participating in Labor Day parades, we are on the front lines with them. Whether it's providing toys and donations during the holidays for families in need, waiving premiums for laid-off and striking workers, or delivering food to people out of work or down on their luck, we are working to keep our countries strong by keeping the middle class strong. It's our responsibility to help them! It strengthens our relationship with our clients. And it's good business.

Keep up the good fight! For it is through actions like these that have brought us here and that will keep us here as one of the best insurance companies in the world. We are well on our way to \$250M and I applaud each of you for your contributions and encourage you to continue to foster personal relationships.



**American Income Life Insurance Company** has been meeting working families' needs for over half a century. We are a leader in the union insurance market and are totally committed to meeting the needs of union members through personal one-on-one service and complete Home Office customer support. You can count on AIL to do what it says it will do.

### ■ spotlight

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**Managing Editor**  
Sam Yarbrough  
syarbrough@aillife.com

**Lead Designer**  
Annalee MacFie  
amacfie@aillife.com

**Graphic Designer**  
Chris Slowik  
cjslowik@aillife.com

**Contributors**  
Karen Cannard-Curtis  
Paula Clements  
Lana Giebe  
Mary Lampert  
Angel Henderson  
Lisa LaValley  
Muñeca Moody-Yanez  
Pat Nevarez  
Linda Resendez  
Amy Rivera  
Robyn Talley  
Sandy Yerger  
Rhonda York

**Home Office**  
254-761-6400

**Web Sites**  
www.aillife.com  
www.nilife.com  
www.mylifeatnilico.com  
www.aillacademy.com  
www.aillnews.com

**Recruiting Support**  
www.aillife.com/rms  
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### SGA CAREER TRACK

#### New Markets Opening & Expanding

There is a growing need for ambitious leaders.

AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an e-mail to: [futuresga@aillife.com](mailto:futuresga@aillife.com).

### TOTAL BONUSES PAID OUT

This month AIL and NILICO paid a total of \$1,987,412 in bonuses. For more information on the monthly bonuses, turn to Page 13.

**Total: \$1,987,412**

### REQUIRED RETENTION RATE

**Effective Jan. 1, 2010**, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first eight months. The rates listed below are for *Spotlight* recognition only.

**Retention: 68.0%**  
**Net to Gross: 78%**

### DATES TO REMEMBER

E-app business should be uploaded to Home Office by **Thursday 9/23 before 2:00 P.M. CST** and paper app and PR credits must be at HO by **Tuesday 9/28** to count for September production.

### FOUNDER'S CLUB July 2010 Qualifiers

Outstanding Producers & PR Representatives:



**Steven Stensrud**  
Altig-Orlovic Agency  
3rd Qualification  
\$74,491 Net ALP  
78.2% Ret



**Ofa Tupouniua**  
Friedlander Agency  
1st Qualification  
\$88,523 Net ALP  
79.2% Ret



**Amy Shui**  
Giglione Agency  
1st Qualification  
\$64,327 Net ALP  
83.0% Ret

### MILLION DOLLAR CLUB

Another champion, another milestone:



We salute **Mark Bleier** from the Bleier Agency, who qualified for the Million Dollar Club in July of 2010 with \$1,000,331 of Net ALP.

Mark will receive a bonus of \$5,000 and the Million Dollar Club Award on stage at the 2011 Convention in Miami. Congratulations!

We salute **James Schneider** from the Rumbuc Agency, who qualified for the Million Dollar Club in July of 2010 with \$1,008,143 of Net ALP.

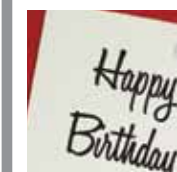


James will receive a bonus of \$5,000 and the Million Dollar Club Award on stage at the 2011 Convention in Miami. Congratulations!



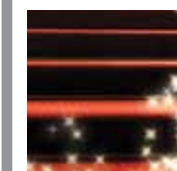
### LEADERSHIP ACADEMY

PG. 07



### B'S BIRTHDAY

PG. 08



### BONUS

PG. 13



### PR SUMMIT

PG. 14



### 15% CONTEST

PG. 17



### LOOK FOR ME!

### LOOK FOR THE ASTERISK

The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2011 Awards Presentation, are: the top SGA from each category based on the percentage of Net ALP objective, the top two PR Representatives from each category, the top two RGAs, the top five MGAs, the top five GAs, the top SA, and the top ten Individual Producers. You can view the 2011 Convention Qualifications online at [www.aillife.com](http://www.aillife.com) or [www.nilife.com](http://www.nilife.com). *Check your production! If there is an asterisk by your position, you could be on your way to Miami, staying at the fabulous Fontainebleau Resort, and appearing on stage! The convention will be held May 30 - June 2, 2011.*

# Dear Future SGA



## SGA Career Track

Whether you are new to our company or even someone with tenure, have you ever wondered what you had to accomplish in order to be promoted to State General Agent? The answer is simple—achieve these three levels.

If you have any questions, please feel free to set up a conference call with your State General Agent and me. I look forward to seeing you achieve your dream of financial security!

— **Larry Strong**  
Vice President,  
Agency Leadership Development

### Level 1: Qualifying

For you to qualify you must meet the following criteria:

- 2 years of continual service with AIL/NILICO
- Production of at least \$225,000 of 1st Six Mo. Agent production (Last 12 Months)
- Must have a 4-Month Retention Rate of 68.0% or higher (Please note that although you need to qualify to be promoted, we will begin the process as soon as you achieve the production level regardless of quality factor.)

### Level 2: Preparing for an Offer

Once you qualify by achieving the above criteria, a Personal Leadership Profile will be sent to your home address with a copy to your SGA. Also, we will schedule a conference call between you, your SGA, your SGA's Director, and myself to determine your interest in being an SGA and to initiate a consistent communication process between you, your SGA and the Home Office.

### Level 3: Getting an Offer

I will contact you to:

- Let you know what territory/territories we are offering
- Discuss who may be going with you. (Your SGA can protect one person who they feel they need to keep.) This process has been in place since January 2008, resulting in 42 SGA promotions, and there will be many more.

## Direction



**Larry Strong**

Vice President of  
Agency Leadership Development

## Public Relationships

Anyone blessed to be part of the American Income Life or National Income Life family realizes that we are truly a unique organization. While I admit having some bias about how special we are, I didn't "grow up" here. My journey in this business includes contributing to the growth of our sister companies along the way and I am very appreciative and grateful for the experience, exposure and opportunity afforded to me. That opportunity has also given me a unique vantage point or perspective on who we are, what we are about, and what makes us really different — not only from our other companies, but in the industry as a whole.

My "lead pack" as a new agent was the telephone book. So I had plenty of leads. And when I tired of dialing the phone, I knocked on doors. I knocked on so many doors my knuckles used to get sore, so I started carrying a golf ball around to use it to rap on the door. And if they didn't answer the front door, I went around to the back door.

I loved the fall in Indiana — it was the time of year when people were out raking leaves. I would stop my car, get out and smile and wave at them, and apologize for not getting over to visit with them sooner than now. I got really creative at asking for their names so I would know how to address them during the presentation.

Now, I may sound like an old geezer telling war stories and I admit that I am getting more "mature" every year. But this is how I was raised in the business. And by God's grace, I was willing to do what was required to see enough people each week so that I found enough of them who needed my help. In retrospect, it was a blast! I never ran out of leads and made a lot of money my first year in the business. That was back in 1984. I told you I was "mature."

Our commitment to lead generation and our phenomenal Public Relations team is arguably one of the single greatest differentiators between us and every other insurance company. I would like to remind us that we are all engaged in the business of "Public Relationships."

### Serve, Don't Sell

We live in a glass house. Everything we say on the phone, how we act in the house, and the level of integrity and professionalism we exhibit is a reflection of who we are. The ripple effect of our Public Relationships is enormous. It's important from the minute we engage the initial contact to a potential group to the Executive Board presentation. It's important from getting the group endorsement to setting the appointment with the member or parent. It's important from explaining our benefits and products with a potential client to closing the sale. And finally, it's important in regards to our response to questions from our customers going forward. In all these actions, we are establishing, building and fostering Public Relationships.

I don't think it is an overstatement to say that our livelihoods depend on how well we treat our Public Relationships. In today's environment, customers have a lot of choices (not as good as us) and we need to make sure we understand that our mission is to serve them and serve them well... from the get-go.

Stay Strong! Lead On!

# The Needs Based Laptop Presentation...



***Giving the presentation is exciting again!***



## LEADERSHIP ACADEMY

**The decisions you make now really can affect your future.** What you put in determines what you get out; choose wisely how you are going to use the knowledge acquired at Leadership Academy and you'll increase the likelihood of getting something worthwhile back in the future.

Attending a Leadership Academy will bring personal and professional benefits throughout your life. How about these for starters:

- Open doors to an exciting Leadership Career.
- Build supreme confidence and people skills.
- Learn to plan, manage, prioritize and work well under pressure.
- Benefit from insider contacts that will help your career.

Attending an intensive Leadership Academy is more than just Leadership skills for the moment. It really is about developing skills and confidence for life.

**"The very essence of leadership is that you have to have vision. You can't blow an uncertain trumpet."**

— Theodore M. Hesburgh





*Company founder Bernard Rapoport turned 93 years old this past July 17th. "B" celebrated this happy milestone surrounded by AIL home office staff in Waco. Many more well-wishers sent greetings from afar.*

*Here is an endearing letter from Jim Surace that expresses the love and admiration the AIL/NILICO family feels for "B:"*

A young ambitious man I was some 27 years ago when my path first crossed that of Bernard Rapoport. Starting as an agent in the Cleveland American Income Life office, it was within months that I was in the top two to three producers in the company. Six months into my AIL career, the Cleveland manager suffered a heart attack and so the State General Agent (SGA), Bill Weisberger, promoted me as manager. Three months later, the SGA was diagnosed with leukemia and was immediately hospitalized. I was asked to handle things until he got back to work. He was a young man by SGA standards, 42, and so it was thought he would get better. He did not, and he died eight months later.

There were a lot of people around the country with AIL who wanted the Cleveland area... so did I, but I was only 17 months

in the business and there were a lot more experienced than I. Bernard Rapoport defied what might have been conventional wisdom or a prudent business decision and went with his instinct and gave me the opportunity to be the State General Agent in Ohio. Well, here it is 27 years later, a bit more experienced, a little smarter and 27 years of knowing Bernard Rapoport. During this time there were many ups and downs, but "B" always stood by me and encouraged me.

The Bible says that in this life, we will have many teachers but few fathers. Bernard Rapoport has certainly been a great teacher and mentor but he has also been that rare father to me and my wife, Nancy. As I write this, I find myself welling up with tears as I contemplate my relationship with "B". For the differences between a teacher and a father is a father's motive; it is love.

I am sure there are thousands that can make this same claim and have the same tears of endearing emotion when they contemplate their time and relationship with "B." You've heard it said about particularly special people that they are "one in a million." With "B," I think there is only one, period!

He is a champion of the human spirit; always finding the good in everyone; always pronouncing the light rather than addressing the darkness. Be it a U.S. Senator or the man operating the

elevator, "B" is always the same... encouraging, loving and motivating. This is evident in a quote from Bernard Rapoport in a 1999 memo when he handed the reins of management over to Torchmark... "I perceived that it would be a company that was built with love, an absence of cynicism and a belief that while there is good and bad in people, there is a heckuva lot more good."

I've often proclaimed that there was one thing wrong with the book that was written about "B"—and that was they put a cover on the backside. For the last chapter is still being written by the testimony of the thousands of people that have been touched and changed by one Bernard Rapoport.

Nancy and I love you, "B." Happy Birthday. Our relationship is a spiritual one and one that has a special depth of meaning. May the Lord bless you as you have blessed others.

Love,

*Jim Surace*

## ■ New SGAs



### David Hausman

Long Island City, NY - August 2010

What I love about this company is that it is truly Opportunity Unlimited. I have been with the company for 19 years and have had some great mentors such as Eric Giglione, David Cohen, Roger Smith, Scott Smith and Bob Falvo. Through the years, I have learned that if you focus on a goal...this company will help you get there. Its people will stand by you every step of the way and help you touch the sky!



### Dan Rubio

Edmond, OK - August 2010

As I signed my first contract with American Income, I really had no idea of the control I was taking of my life or how my life was about to change. With American Income, you are always in the driver's seat. I may have taken a couple of wrong turns along the way but there was always the roadmap that I could refer to, with the destination I had chosen clearly marked. It is just a matter of paying attention to all the road signs along the way that keep

you heading toward the destination. Now it's like I've just turned onto the on ramp of a super highway with no speed limits. Wow, how my life has changed!



### Jeremy Welch

Maumelle, AR - August 2010

I would like to take this opportunity to thank the people that have helped me get here. It all starts with my supportive family. They have believed in me from the start. I need to thank my SGA and mentor, Slav Bitman, for teaching me how to be an effective leader. But more than anything, I believe it's our decisions we make, and not our life's circumstances, that lead us to where we are. And I am EXCITED about where we're going!

## ■ Director of the Month



Leaders growing leaders!

### Robert Gray

Robert had 36.6% Growth in August 2010 vs August 2009!

Compliments on your outstanding accomplishment!



## Sales Director of the Month

## ■ Anniversaries

**34 Years of Service**  
Larry Malitz, Agt

**33 Years of Service**  
Malka Arony, PR

**24 Years of Service**  
Lawrence Dennis, Agt

**22 Years of Service**  
Jacqueline deVooght, PR

**17 Years of Service**  
Nestor Aramayo, Agt  
Michael Perkins, Agt

**15 Years of Service**  
Raymond Lau, Agt

**14 Years of Service**  
Kouassi Appiah, Agt  
Doreen Ryan-Foti, RGA

**10 Years of Service**  
Wes Elder, MGA  
Robert Ulreich, Agt

**9 Years of Service**  
Gabriela Berloni, PR  
Zulfikar Bhukera, Agt  
Darren Miller, MGA  
Cathy Thompson, MGA

**8 Years of Service**  
Barry Dillah, RGA  
Joshua Goodman, MGA  
Curt Snow, MGA

**7 Years of Service**  
Alex Gonzales, Agt  
Scott Keeney, SGA  
Kevin MacKinnon, Agt  
Joaquin Santos, Agt  
Helen Taylor, Agt

**6 Years of Service**  
Scott Hanna, MGA  
Phillip Humbel, RGA  
Kenneth Lett, PR

**5 Years of Service**  
John Collins, RGA  
Gabriel Feldmann, Agt  
David Goodman, Agt  
Ben Halali, RGA  
Sean Lacroix, MGA  
Pamela Ladd, MGA  
Stefanos LeBrasseur, Agt  
Mickenzie Linse, Agt  
Nicole Pate, PR  
Agatha Safford, Agt  
Scott Sonnenberg, SGA  
Freida Yakubov, Agt  
Jesse Zwack, MGA

**4 Years of Service**  
Cynthia Cleary, PR  
Deborah Correa, MGA  
Nikki Crosby, Agt  
James Dunn, Agt  
David Romfoe, MGA  
Paul Samra, MGA  
Michael van Delft, Agt  
Ryan Vopat, MGA

**3 Years of Service**  
Debra Bell, GA  
Damien Cannaday, RGA  
Cara DeFiore, GA  
Frederick Greene, Agt  
Filipo Havili, Agt  
Sheila Krein, PR  
Peter Patrie, MGA

**2 Years of Service**  
Jason Anderson, Agt  
John Bacaron, SA  
Amanda Beyersdorff, GA  
Diane Caballero, PR  
Sebrena Cohen, Agt  
Robert Costantiello, Agt  
George Cunningham, Agt  
Kevin Davis, RGA  
Wendell Dingle, MGA  
Jennifer Duke, GA  
Magda Figueiredo, MGA  
Joy Horcajo, MGA  
Lisa Kahan, Agt  
Scott Kim, MGA

Yeni Losano, Agt  
Evelyn Nkwenti, Agt  
Lafi Papalii, GA  
Kia Poe, PR  
James Raymond, MGA  
Jaime Rozotto, GA  
Julie Schmidtke, PR  
Erez Shabtay, Agt  
Robert Simmen, Agt  
Dayan Solis, Agt  
Steven Sparkes, MGA  
Brookalyn Stillwagon GA  
Jarred Sykes, MGA  
Richard Woodly, MGA

**1 Year of Service**  
Michael Adams, GA  
Deborah Agrifoglio, Agt  
Sanele Ahlam, Agt  
Peter Ajala, Agt  
Rebecca Ailbaugh, Agt  
Alia Aslam, Agt  
Anthony Balloutine, SA  
Rodney Barlow, SA  
Malorie Bartlett, GA  
Allen Beerman, Agt  
Roxanna Bernal, Agt  
Karolina Brandys, MGA  
Beverly Brooks, PR  
Michael Bueti, SA  
Jet Clark, MGA  
Jacquay Davis, Agt  
Harvey Dixon, SA  
Sarah Dufrechou, PR  
Florence Eli, Agt  
Lester Evans, Agt  
Telesia Gaga, Agt  
Jon Gillmore, SA  
Mark Graham, GA  
Sean Hanson, GA  
Patricia Hayes-Bosquez, Agt  
Jenny Hearn, PR  
Gregory Henderson, MGA  
Sharon Hinchberger, PR  
Justine Horn, Agt  
Aaron Jones, SA  
Phyllis Jones, Agt  
Anthony Kachelmeier, MGA  
Shane Knowles, PR

Joseph Lemay, Agt  
Sylvie Mahe, MGA  
Taumaoe Maligi, Agt  
Sautia Maluofenua, Agt  
Jillian Manning, Agt  
Jacqueline McHugh, Agt  
Richard Mercado, Agt  
Russell Miller, GA  
Meliamoe Moeakiola, SA  
James Moore, Agt  
Kevin Murray, MGA  
William Myatt, Agt  
Preston Osborn, SA  
Ruby Parks, SA  
Shelby Poston, SA  
Chad Potts, Agt  
Paul Radel, Agt  
Nadine Reyes, SA  
Justin Sally, GA  
Henry Scheirich, Agt  
Michael Scudder, SA  
Danny Smith, MGA  
Jason Snelgrove, Agt  
Maritza Soto, SA  
Phillip Spears, MGA  
Andres Sylva, GA  
June Teo, Agt  
Landon Thalman, MGA  
Nehemiah Thorn, Agt  
Robert Tierney, Agt  
Pafuti Toleafoa, Agt  
Omarh Torio, Agt  
Jim Tremblay, PR  
Meagan Vasquez, Agt  
Brian Weinewuth, SA  
Debra Williams, Agt  
Jonathan Woelfle, Agt  
Solomon Woods, Agt  
Christopher Wren, SA  
Kyle Wrobel, SA  
Michael Yip, MGA  
Shirley Young, Agt  
Lemlem Zerayesus, SA

## ■ Promotions

**STATE GENERAL AGENT**  
David Hausman  
Dan Rubio  
Jeremy Welch

**REGIONAL GENERAL AGENT**

Jeffrey Bailey  
Tricia Brown  
Naron Hamilton  
Sebastian Kazek  
Ryan Kendl  
Laura McCurry  
Mark McElroy  
Arnold Pacleb  
Doreen Ryan-Foti  
Alan Silverman  
Justin Smith  
Moswen Taylor  
Adam Zlupko  
Tonyon Williams

**MASTER GENERAL AGENT**

Karl Becker  
Damaso Cantu  
Robert Chun  
Asa Davis  
Jerome DeRose  
Christian Fahey  
Christopher Freter  
Keith Heggaton  
Christopher Hintz  
Jerry Holt  
Marko Jankovic  
Deborah Johnson

Rencel Jones  
Richard Lepis  
Zenobia Macarthy-Harris  
Katie Massart  
Emily Matteson  
Kalia Mills  
Anthony Mutter  
Richard Nypower  
Samuel Parent  
Whitney Pavich  
Morgan Preston  
Matthew Roberts  
Samantha Serrano  
Donald Shinault  
Kiet Truong  
Gregory VanSuch

**60% GENERAL AGENT**

Michael Adams  
Arcenia Anthony  
David Evans  
Demetria Holmes  
William Rappe  
Jared Rivera  
Anthony Wolf

**57.5% GENERAL AGENT**

Matthew Byrnes  
Michael G Collins  
Nicholas Despoteris  
Gian-Paolo Diberardo  
Alpha Robinson  
Carlos Rodriguez  
Jamie Strahl

**55% SUPERVISING AGENT**  
Matthew Beeson  
Sammy Dominguez  
Cynthia Donahue-David  
John Kewish  
Christopher Nunez  
Steven Perez  
Travis Picklesimer  
Jesse Rivera  
Lars Rodal  
Mabelyn Rojas-Fernandez  
Paul Schipizky  
Joseph Simpson  
Lawrence Smith  
Thomas Strickland  
Bruce Thomas  
Carol Thompson  
Kelly Thrush  
Jonathan Tomko  
Karyn Wittmeyer

**52.5% SUPERVISING AGENT**

Lemuel Albury  
Souleymane Bah  
Dewdney Bent  
Anthony Betts  
Ramaninder Bharj  
Wayne Bright  
Heather Christensen  
Angela Costello  
Steven Cox  
David Dwinell  
Rosalind Faaita  
Virginia Fallon

Matthew Ficarra  
Kura Framhein  
Trent Graves  
Michael Hrynewich  
Jean Hubbard  
LaLitha Janardhanan  
Audrey Johnson  
Stefan King  
Penitala Kolose  
Rigel Lockett  
Stephen Lofton  
Cameron MacCall  
David Moir  
Jamie Nelson  
Peni Patelesio  
Timothy Powers  
Keith Remke  
Nadine Reyes  
Nora Sanders  
Patrice Sands  
Seiuli Saolotoga  
Lucan Schmidt  
John Setu  
Taylor Sharp  
Mark Solomon  
Talanoa Takeifanga  
Jenna Timmerman  
Olga Tsymbal  
Mapa Vaki  
Chris Watson

# FIGHT BAD BLOGS

by writing one of your own



[www.mylifeatnilico.com](http://www.mylifeatnilico.com)  
[www.mylifeatnilico.com](http://www.mylifeatnilico.com)

Leave a Comment

Joe Agent **Name \***

AILblogger@torchmarkcorp.com **E-mail \***

AIL-Altig-Orlovic-Traboulay.com **Website \***

Choosing to put all my attention & focus to start a career at AIL was the best choice I ever made hands down. Being compensated for protecting families is a great feeling. Going home at the end of the night knowing you impacted others in a positive way is pretty powerful.

Joe  
Altig-Orlovic-Traboulay

You can use these HTML tags and attributes: <a href="" title=""> <abbr title=""> <acronym title=""> <b> <blockquote cite=""> <code> <del datetime=""> <em> <i> <q cite=""> <strike> <strong>

**Submit**

With the omnipresence of the Web, many things have changed. Say bye bye to snail mail, *sayonara* to purchasing music, and *adios* to paper billing. Advertising has also evolved to keep in touch with the modern times. With search engines like Google, it is easy to type “the best insurance company” in your search bar and find thousands of results. But who says these findings are correct? It is through advertising that the “best insurance company” gets to the top of the search engine results, and we want to make sure American Income Life and National Income Life are topping these lists. Sound the bell for your cue – this is where you enter the ring.

We have set up blogs to improve AIL/NILICO’s Internet reputation and advertise Opportunity Unlimited. You simply have to engage in the conversation at [www.mylifeatnilico.com](http://www.mylifeatnilico.com) and [www.mylifeatnilico.com](http://www.mylifeatnilico.com). How easy is that? The more “clicks” and fresh content we get, the higher our Company ranks on search engine results. Be sure to sign the post with your first name and the name of your Agency. Also,

don’t forget to include your SGA’s website’s URL in the ‘Website’ field of the comment form, as shown above.

On top of enhancing AIL/NILICO’s Internet reputation, this initiative helps you as well. By improving our Company’s online ranking, you are improving your Agency’s credibility. You want your future policyholders to know what strong companies American Income Life and National Income Life are. By participating in the blogs, you are helping make sure ‘the positive outweighs the negative.’ It’s a win-win situation.

All activity on the blog sites is monitored as part of this important initiative, so your participation is imperative. Right now, the Altig-Orlovic organization is leading the way with blog participation, but there’s still time to win this competition. We can’t do this without you, so start blogging today!

## Bonus

### LEADERSHIP BONUS

Qualifier	Amount	SGA
Taina Lameko	\$28,571	Steve Friedlander
Ben Halali	23,928	Jatoff-Foti
Bobby Gujral	22,635	Altig-Orlovic
Stephen Hill	21,757	Steve Friedlander
Ernesto Magat	15,301	Jatoff-Foti
Norman Sellen	13,904	Steve Friedlander
Sita Pereira	10,283	Steve Friedlander
Darron Hacker	9,102	Surace-Smith
Doreen Ryan-Foti	8,909	Jatoff-Foti
Kilisimasi Segal	8,201	Steve Friedlander

### WORLD’S GREATEST BONUS

Qualifier	Amount	SGA
Aiona Moeaki	\$6,716	Steve Friedlander
Ryan Kendl	5,940	Altig-Orlovic
Ben Halali	5,392	Jatoff-Foti
Erez Shabtay	4,862	Cohen-Cohen
Maria Rocha	4,754	Jatoff-Foti
Gary Smith	4,531	Randy Teyssier
David Ramirez	4,491	Jatoff-Foti
Elias Hazen	4,405	Surace-Smith
Michal Majewski	4,389	Altig-Orlovic
Amir Sedaghat	4,233	Altig-Orlovic

### REINSTATEMENT BONUS

Qualifier	Amount	SGA
Sami Mogannam	\$3,654	Jatoff-Foti
Debra Bell	1,379	Bob Olson
Richard Walus	1,255	Bob Olson
Denise DeFalco	869	Cohen-Cohen
Arthur Westergren	812	Williams-Zophin
John Bulecza	801	Matt Henderson
Scott Patterson	788	Joseph Diecedue
Frank Kolligian	734	Slav Bitman
Glyn Hurst	674	Matt Henderson
Lisa Sanders	628	Eric Neal

**Bonus Total: \$1,987,412**

# American Income's got Talent

## When Talent Comes Together

This year's PR Summit, according to popular opinion, was undeniably the best ever! What made this one so special? Without a doubt, it would be the level of talent and energy that came together for several days. I can tell you this: there is no question that *American Income's Got Talent*. Coincidentally, that was the theme of the PR Summit.

So, what happened when the PR talent came together? There was a sharing of knowledge from our very best talent, from those who

have owned the opportunity. The presenters put their heart and souls into their presentations. As they shared their knowledge, best practices, solutions, and how to own the opportunity, it was in those moments that new talent was born.



Then, when our new talent took the stage and shared their success stories, the reality really hit home. It took the awareness of the opportunity to a new level, a level where everything

is possible. The presenters inspired both our current PR team and a whole new generation of Public Relations.

A PR Summit is about motivation, sharing and learning, but it would not be a PR Summit without some fun. Our talent comes in many forms, and the *American Income's Got Talent Show* demonstrated just how diverse and accomplished our PR team is. Quite frankly, we could have easily been major competition for a TV Show with a similar name. Once again, the presenters put their heart and soul into their acts, and again inspired us all.

Here is what everyone left with: a commitment for each individual PR person to produce 1,500 more leads than they generated last year, new skills to set up groups for success, a better understanding of all markets and a deeper understanding of the opportunity and how to own the opportunity.

I personally left the PR Summit inspired by our level of talent and their commitment to American Income. I left with the confidence that this PR team will continue to push the envelope and achieve continued growth. I left fully understanding that...

*American Income's Got Talent!*



# XXX

The Judges!



# Q2 Contributions

Contributions listed are from April through June consisting of contributions of \$1,000 or more.

## American Income & National Income

- \$50,000** — National Labor College
- \$30,000** — American Rights at Work Educational Fund for sponsorship of annual Awards Celebration
- \$10,000** — Economic Policy Institute for research into labor-related policy issues such as EFCA, health care exercise tax, jobs initiatives, China currency manipulation, etc.
- \$10,000** — America's Future Now in support of June 2010 annual conference and dinner
- \$5,000** — CEP-Ontario Regional Office for Charity Golf classic benefitting Spina Bifida and Hydrocephalus Association of Canada
- \$5,000** — Edward Kennedy Institute for U.S. Senate for new building on University of Massachusetts campus honoring the late Senator Ted Kennedy
- \$5,000** — A. Philip Randolph Institute for 2010 National Educational Conference
- \$5,000** — Monroe County Council CIO Social and Welfare Association for labor history museum in Michigan
- \$5,000** — Union Sportsmen's Alliance
- \$5,000** — AFL-CIO Secretary-Treasurer's Office in support of "Next Up" summit for young workers
- \$5,000** — Jobs With Justice
- \$5,000** — Brotherhood of Railroad Signalmen for 50th Regular Convention in Orlando
- \$3,000** — Glen Havens Elementary School for annual carnival at this low-income area school event had been cancelled due to budget cuts
- \$2,500** — ESCO Foundation for Bahr Scholarship Program
- \$2,500** — New Jersey AFL-CIO Leadership Conference to support people in labor running for office
- \$2,400** — Teamsters National Hispanic Caucus for July 14 convention
- \$2,260** — Bill Press Partners
- \$2,000** — National Laborer Organizing Network
- \$1,900** — DC Friends of Ireland Charitable Trust for 11th Annual Meany-Sweeney Invitational Gold and Card Tournament benefitting Project Children
- \$1,500** — Autism Speaks
- \$1,000** — Mississippi Center for Justice for 2010 Reception
- \$1,000** — Hadassah Medical Organization
- \$1,000** — Council for Adult & Experiential Learning for annual education conference in June
- \$1,000** — Faith and Politics Institute
- \$1,000** — International Masonry Foundation for ad for International Union of Bricklayers and Allied Craftworker's Dinner honoring John Flynn
- \$1,000** — Jewish Labor Committee for advertisement in annual journal
- \$1,000** — Danny Schur/Strike Musical Production

## Top Contributions of Centralized PR

- \$6,000** — Orange County Labor Federation Reception
- \$3,500** — UFCW 324 Annual Charity Golf Classic Sponsorship
- \$3,500** — LA County Federation of Labor Ad
- \$3,500** — UFCW 324 Charity Golf Classic
- \$2,750** — Ohio AFL-CIO Annual Golf Outing
- \$2,600** — Palm Beach County Classroom Teachers Association Ad
- \$2,500** — New Brunswick All Terrain Vehicle Federation Inc Annual Donation
- \$2,500** — 2010 Green Labor - Capitol Forum Ad
- \$2,000** — RCL NB Annual Donation
- \$2,000** — The Tri Chapter Workshop Convention/Conference
- \$2,000** — UFCW Man of the Year Ad
- \$2,000** — IUOE 3 Bronze Sponsorship
- \$1,500** — SEIU 1 Golf Tournament
- \$1,500** — Michigan AFSCME Council 25 Sponsorship
- \$1,500** — NY Communities for Change Donation
- \$1,500** — NY State Snowmobile Association Annual Forum Sponsorship
- \$1,500** — VFW Dept of CA Convention
- \$1,500** — P & CM Scholarship Foundation Golf Tournament
- \$1,485** — Washington Credit Union League Convention Sponsorship
- \$1,400** — Unity PAC FPPC #1294190 Dinner/Donation
- \$1,356** — Twin Rivers Unified School District Donation
- \$1,350** — NoVA Labor Dinner Annual Fund Raiser
- \$1,300** — COPE Sponsorship
- \$1,145** — Police Security Expo Convention
- \$1,110** — UFCW Local 401 Golf Tournament
- \$1,100** — NAACP NY City Ad
- \$1,000** — MALF Scholarship
- \$1,000** — CSWU 1611 Golf Tournament
- \$1,000** — IBT 89 Scholarship
- \$1,000** — Painters National Food Bank
- \$1,000** — JC 42 Charity Golf Tournament
- \$1,000** — Mesothelioma Research Foundation of America Golf Tournament
- \$1,000** — IBT Joint Council 32 Convention Donation
- \$1,000** — NJ AFL-CIO Ad
- \$1,000** — NY City Central Labor Council AFL-CIO Ad
- \$1,000** — Hall of Fame Labor Council Scholarship
- \$1,000** — Canadian Ten Pin Foundation Scholarship
- \$1,000** — Northwest Hope Foundation Sponsorship
- \$1,000** — Oregon Hunters Assoc Annual Convention
- \$1,000** — AFSCME Council 24 Scholarship
- \$1,000** — AFSCME Council 40 Scholarship

# Manager's First Time 15% Contest July Winners

**TOTAL JULY PAYOUT**  
**\$56,216**  
**TOTAL JULY WINNERS**  
**173**

Name	Bonus	Count	Agency
Norman Sellen	\$2,056	3	Steve Friedlander
Taina Lameko	1,687	6	Steve Friedlander
Kilisimasi Segal	1,350	4	Steve Friedlander
Simon Rolland	1,286	4	Steve Friedlander
Ben Halali	1,170	2	Jatoft-Foti
Harmandus Buckle	1,061	2	Bob Olson
Lorenzo Lameko	1,014	2	Steve Friedlander
Sita Pereira	972	3	Steve Friedlander
Michael Vasu	940	3	Surace-Smith
Darron Hacker	915	2	Surace-Smith
Sebastian Kazek	914	2	Matt Henderson
Jose Harb	900	2	Jatoft-Foti
Noel Ables	836	2	Altig-Orlovic
Ernesto Magat	784	2	Jatoft-Foti
Ofa Tupouniua	688	2	Steve Friedlander
Stephen Hill	656	2	Steve Friedlander
Levar Morgan	639	2	Theodore Pappas
Michael Kyatt	638	2	Scott Sonnenberg
Zenobia Macarthy-Harris	637	2	Carla Miller
James Palmes	632	3	Joseph Diecedue
Kevin Appasamy	629	2	Altig-Orlovic
Scott Hanna	621	2	Williams-Zophin
James Moland	614	2	Eric Cochran
Evan Wicklund	599	1	Altig-Orlovic
Kenneth Greer	595	2	Steve Greer
Curt Snow	572	1	Jatoft-Foti
Heather Pearce	536	2	Tim McAdams
Karen McQuoid	530	2	Steve Friedlander
David Wang	517	2	Bob Olson
Richard Davis	512	1	Altig-Orlovic
Jamison Weatherspoon	509	2	Surace-Smith
Christine Morrow	508	2	Steve Hartman
Steven Stensrud	504	2	Altig-Orlovic
Kraig Jilge	497	1	Jatoft-Foti
Samuel Cohen	491	2	Fred Hadayia
Karl Becker	490	2	Williams-Zophin
Raquel Baldwin	482	1	Altig-Orlovic
Raymond Risucci	481	2	Oldham-Bianchi
Sione Kanongataa	480	3	Steve Friedlander
Nicholas Wolle	477	3	Scott Keeney
Brett Gryska	462	2	Oldham-Bianchi
Rebecca Birdwell	458	1	Altig-Orlovic
Gregory Henderson	442	1	Scott Sonnenberg
Erika Little	416	2	Altig-Orlovic
Samantha Chui	406	2	Matthew Hogan
Carlos Sanchez	388	1	Altig-Orlovic
Kellen Cuttance	378	1	Slav Bitman
George Noujaim	354	1	Philip Prata
Leon Thompson	354	2	Altig-Orlovic-Hay

Name	Bonus	Count	Agency
Raymond Angeles	\$351	2	Altig-Orlovic
Jermaine Gunter	348	1	Marc Rosen
Rajeev Arora	340	1	Josh Chalom
Andrew Haskins	337	1	Chris LaFond
Phillip Jenkins	333	2	Surace-Smith
Alon Fischer	320	2	Theodore Pappas
Casey Kunash	317	1	Simon Arias
Joshua Champneys	316	1	Altig-Orlovic-Lyse
David Farraway	309	1	Altig-Orlovic
John Collins	307	1	Altig-Orlovic
Hal Herman	295	1	Oldham-Bianchi
Humberto Quintero	295	1	Matt Henderson
Leane Nguyen	291	1	Jatoft-Foti
Ryan Hall	291	1	Laura Fisher
Sean Hanson	285	2	Imran Satti
Tiffany Roland	279	1	Altig-Orlovic
Tasha Tucker	275	1	LaTonya Tucker
Joshua Olin	273	1	Altig-Orlovic-Hay
Devin Phillips	269	1	Furer-Whittinghill
Summer Miller	264	2	Allan Jennings
Taualai Siau	263	2	Steve Friedlander
Michael Mandella	260	2	Chris LaFond
Joseph Hedborn	258	2	Bob Olson
Richard Lepis	258	1	Philip Prata
Danielle Jankowski	257	1	Michael LiBassi
Michael Williams	255	1	Matt Henderson
Nicholas Rice	255	1	Surace-Smith
David Iriye	249	1	Cohen-Cohen
Richard Blake	241	1	Steve Friedlander
Ronald Starr	239	1	Paul Rumbuc
Pauline Ruff	237	1	Carla Miller
Tracy Haden	236	1	Steve Greer
Tim Smith	234	1	Randy Teyssier
Brian Watkins	234	2	Scott Keeney
Daniel Orr	228	2	Imran Satti
Angel Arista	225	2	Cohen-Cohen
Erik Graham	225	2	Cohen-Cohen
Fritznel Octave	225	1	Williams-Zophin
Henry Ingraham	221	1	Williams-Zophin
Jessica Wilhite	217	1	Matthew Hogan
Robert J Dunn	217	1	Surace-Smith
Marisa Willgruber	216	1	Fred Hadayia
Timothy Kieran	214	1	Laura Fisher
Andre Bishop	213	1	Altig-Orlovic
Patrick Bendure	212	1	Surace-Smith
Kevin Davis	210	1	Williams-Zophin
Ala Awad	202	1	Chris Hernandez
Craig Stropf	200	1	Furer-Whittinghill

## Top Contest YTD Winners:

**Norman Sellen**  
\$2,056  
Friedlander



**Taina Lameko**  
\$1,687  
Friedlander



**Kilisimasi Segal**  
\$1,350  
Friedlander



**Simon Rolland**  
\$1,286  
Friedlander



**Ben Halali**  
\$1,170  
Jatoft-Foti



# Individual Producers



**1. Aiona Moeaki**  
Auckland, NZ



**2. Steven Stensrud**  
Calgary, AB



**3. Ben Halali**  
San Jose, CA



**4. Ryan Kendl**  
Provo, UT



**5. Roghie Hassan Loo**  
Toronto, ON



**6. Ron Pavon**  
Surrey, BC



**7. Erez Shabtay**  
Los Angeles, CA



**8. Michal Majewski**  
Surrey, BC



**9. Kyle Wrobel**  
Cleveland, OH



**10. Amir Sedaghat**  
Surrey, BC



**11. Talanoa Takeifanga**  
Auckland, NZ



**12. Elias Hazen**  
Cleveland, OH



**13. Gary Smith**  
Edmond, OK



**14. Amandeep Gill**  
Surrey, BC



**15. Scott R Davis**  
Pittsburgh, PA



**16. Helen Taylor**  
Surrey, BC



**17. Katie Massart**  
Calgary, AB



**18. David Ramirez**  
San Jose, CA



**19. Kevin Appasamy**  
Redmond, WA



**20. Anna-Marie Grimstead**  
Calgary, AB

## IceBreakers

**Laaina Havea**  
Auckland, NZ  
\$16,781 Net ALP  
Norman Sellen MGA  
Steve Friedlander SGA

**Erna Gasanin**  
Plymouth Mtg., PA  
\$16,089 Net ALP  
Samuel Cohen MGA  
Fred Hadayia SGA

**Brent Penno**  
Saskatoon, SK  
\$15,656 Net ALP  
Evan Wicklund MGA  
Altig-Orlovic SGA

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Individual Producers list for the month, as well as the next Top 3 in this category.

July Production						
Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
1.	Aiona Moeaki	\$30,291	98		Sita Pereira	Steve Friedlander
2.	Steven Stensrud	28,445		78.2	John McGrath	Altig-Orlovic
3.	Ben Halali	28,035		76.8	Ben Halali	Jatof-Foti
4.	Ryan Kendl	26,932		82.2	Nicholas Lorence	Altig-Orlovic
5.	Roghie Hassan Loo	26,326		68.3	Byron Paz	Josh Chalom
6.	Ron Pavon	26,086		84.4	Bobby Gujral	Altig-Orlovic
7.	Erez Shabtay	25,805		88.7		Cohen-Cohen
8.	Michal Majewski	23,286		79.1	Bobby Gujral	Altig-Orlovic
9.	Kyle Wrobel	22,969		68.7	James Cunningham	Surace-Smith
10.	Amir Sedaghat	21,826		84.6	Bobby Gujral	Altig-Orlovic
11.	Talanoa Takeifanga	21,421	100		Simon Rolland	Steve Friedlander
12.	Elias Hazen	20,862		81.3	Darron Hacker	Surace-Smith
13.	Gary Smith	20,617		76.6	Tim Smith	Randy Teyssier
14.	Amandeep Gill	20,516		84.6	Bobby Gujral	Altig-Orlovic
15.	Scott R Davis	19,714		74.3	Scott R Davis	Simon Arias
16.	Helen Taylor	19,608		74.6	Bobby Gujral	Altig-Orlovic
17.	Katie Massart	19,455		90.1	Brenton Betts	Altig-Orlovic
18.	David Ramirez	19,386		84.0	Ben Halali	Jatof-Foti
19.	Kevin Appasamy	19,274		78.7		Altig-Orlovic
20.	Anna-Marie Grimstead	19,171	90		Lee Jeffers	Altig-Orlovic
21.	Maria Rocha	19,110		80.4	Ernesto Magat	Jatof-Foti
22.	Sunia Kaufusi	18,629	100		Taina Lameko	Steve Friedlander
23.	Robert Ulreich	17,915		86.8		Jatof-Foti
24.	Bruce Viaje	17,870		87.0	Bobby Gujral	Altig-Orlovic
25.	Justin Germany	17,526		74.7	Tim Smith	Randy Teyssier
26.	Seiuli Saolotoga	17,051	100		Stephen Hill	Steve Friedlander
27.	Bret Green	17,035		96	Andrew Aaron	Altig-Orlovic
28.	Jun Ma	17,009		84.8	Bobby Gujral	Altig-Orlovic
29.	Laaina Havea	16,781	100		Norman Sellen	Steve Friedlander
30.	Steve Marker	16,756		70.2	Trey Plummer	Altig-Orlovic-Hay
31.	Tina Phongsavath	16,465		89	Patrick Stenglein	Altig-Orlovic
32.	Sione Aholoka	16,234		95	Taina Lameko	Steve Friedlander
33.	Erna Gasanin	16,089	99		Samuel Cohen	Fred Hadayia
34.	Ross Ewen	16,078		87.5		Scott Rehberg
35.	Samantha Chui	16,036		83.0	Samantha Chui	Matthew Hogan
36.	Mapa Vaki	15,993		96	Taina Lameko	Steve Friedlander
37.	Brent Penno	15,656	100		Evan Wicklund	Altig-Orlovic
38.	William Riddle	15,497		94	Gregory Henderson	Scott Sonnenberg
39.	Samson Adelufosi	15,362		76.4		Eric Giglione
40.	Leone Tom-James	15,298		71.0		Eric Giglione
41.	Diane Crawford	15,218		87.5	Shiwa Hollingswork	Altig-Orlovic
42.	Matt Flores	15,136		91	Matt Flores	Cohen-Cohen
43.	Susana Latu	14,883		95	Norman Sellen	Steve Friedlander
44.	Michael Johansen	14,879		94	Patrick Robtialle	Altig-Orlovic
45.	Alba Wandurraga	14,859		69.4	Alba Wandurraga	Josh Chalom
46.	Michael Schumacher	14,812		90.6	David Gombkoto	Simon Arias
47.	Drew Stimml	14,725		95	Patrick Bendure	Surace-Smith
48.	Gil Legarte	14,693		88	Gil Legarte	Jatof-Foti
49.	Max Quasem	14,367		85.7		Cohen-Cohen
50.	Al-Karim Walji	14,353		92.2		Altig-Orlovic

ALL TIME RECORD: STEVEN STENSRUD \$71,391 Net ALP

YTD Production						
Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
*1.	Ofa Tupouniua	\$214,636		79.2	Norman Sellen	Steve Friedlander
*2.	Pafuti Toleafoa	140,331		74.3	Stephen Hill	Steve Friedlander
*3.	Ann Wainit	137,694	84		John Collins	Altig-Orlovic
*4.	Ben Halali	132,263		76.8	Ben Halali	Jatof-Foti
*5.	Erez Shabtay	129,635		88.7		Cohen-Cohen
*6.	Terrence Asuncion	129,621		93.3	Ernesto Magat	Jatof-Foti
*7.	Lily Tchen	126,335		91.7	David Iriye	Cohen-Cohen
*8.	Lesina Ah Sue	120,438		76.3	Stephen Hill	Steve Friedlander
*9.	Maria Rocha	118,931		80.4	Ernesto Magat	Jatof-Foti
*10.	Dustin Dunbar	117,734		72.4	Todd Engelson	Alt-Orl-Venekamp
11.	Max Quasem	115,984		85.7		Cohen-Cohen
12.	Kyle Wrobel	114,508		68.7	James Cunningham	Surace-Smith
13.	Roghie Hassan Loo	114,304		68.3	Byron Paz	Josh Chalom
14.	Christian Napiza	113,634		73.0	Ben Halali	Jatof-Foti
15.	Ryan Kendl	110,185		82.2	Nicholas Lorence	Altig-Orlovic
16.	Amy Shui	107,563		77.1	David Ackerman	Eric Giglione
17.	Steven Stensrud	107,506		78.2	John McGrath	Altig-Orlovic
18.	Gil Legarte	106,741	88		Gil Legarte	Jatof-Foti
19.	Elias Hazen	103,447		81.3	Darron Hacker	Surace-Smith
20.	Justin Germany	99,760		74.7	Tim Smith	Randy Teyssier
21.	Katie Massart	96,646		90.1	Brenton Betts	Altig-Orlovic
22.	Amir Sedaghat	94,660		84.6	Bobby Gujral	Altig-Orlovic
23.	Samson Adelufosi	92,404		76.4		Eric Giglione
24.	Ross Ewen	91,722		87.5		Scott Rehberg
25.	Leane Nguyen	91,257	90		Ernesto Magat	Jatof-Foti
26.	William Parmeter	91,078		72.6	Hal Herman	Oldham-Bianchi
27.	Sosefo Petelo	90,073		68.1	Lorenzo Lameko	Steve Friedlander
28.	David Ramirez	88,432		84.0	Ben Halali	Jatof-Foti
29.	Kevin Davis	88,007		70.7	Kevin Davis	Williams-Zophin
30.	Robert Ulreich	87,981		86.8		Jatof-Foti
31.	Luciana Mosca	86,886		74.5	Carlo Bonifazi	Bob Olson
32.	Leone Tom-James	86,356		71.0		Eric Giglione
33.	Helen Dellavalle	85,783	83		David Ackerman	Eric Giglione
34.	Brock Lampepe	85,291		84.3	Tiffany Roland	Altig-Orlovic
35.	Erickson Bencosme	83,293		71.6	Alberto Alcala	Marc Rosen
36.	Bryant Hendley	82,824		82.1	Christine Hartman	Steve Hartman
37.	Lydia Lozano	82,713		83.2		Furer-Whittinghill
38.	Mario Andres Chavez	81,240		87.5	Doreen Ryan-Foti	Jatof-Foti
39.	Scott Hanna	81,168		80.5	Scott Hanna	Williams-Zophin
40.	Bruce Tan	80,472	83		Christopher Clark	Altig-Orlovic
41.	Ryan Leong	79,682		74.2	Paul Samra	Jatof-Foti
42.	Samantha Chui	79,156		83	Samantha Chui	Matthew Hogan
43.	Victor Rodos	78,997		75.4	Preeti Sahgal	Josh Chalom
44.	Odilia Goulart	78,073		73.4	Ben Halali	Jatof-Foti
45.	Orett Nelson	77,136		68.8		Josh Chalom
46.	Joy Horcajo	75,939		74.5	Blake Higuchi	Altig-Orlovic
47.	Michal Majewski	75,790		79.1	Bobby Gujral	Altig-Orlovic
48.	Alex Gonzales	75,425		79.7	Doreen Ryan-Foti	Jatof-Foti
49.	Kayla Chavez	74,147		74.1	Ben Halali	Jatof-Foti
50.	Henry Ingraham	73,937			Henry Ingraham	Williams-Zophin

ALL TIME RECORD: ROGHIE HASSAN LOO \$367,548 Net ALP

## Supervising Agents



**1. Ofa  
Tupouniua**  
Auckland, NZ



**2. Sione  
Kanongataa**  
Auckland, NZ



**3. Siupeli  
Tuitupou**  
Auckland, NZ



**4. Manu  
Manu**  
Auckland, NZ



**5. Josh  
Wheeler**  
Columbus, OH

July Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	<b>Ofa Tupouniua</b>	\$76,222	\$90,272	94		Norman Sellen Steve Friedlander
2.	<b>Sione Kanongataa</b>	73,352	78,390	97		Taina Lameko Steve Friedlander
3.	<b>Siupeli Tuitupou</b>	35,578	40,797	97		Taina Lameko Steve Friedlander
4.	<b>Manu Manu</b>	33,190	39,583	97		Sita Pereira Steve Friedlander
5.	<b>Josh Wheeler</b>	28,993	38,206		81.5	Patrick Bendure Surace-Smith
6.	Kraig Jilge	27,056	42,199		69.6	Ben Halali Jatoft-Foti
7.	Harvey Dixon	21,595	24,582	95		Simon Rolland Steve Friedlander
8.	Meliame Moeakiola	19,089	21,984	95		Taina Lameko Steve Friedlander
9.	Nicholas Wilt	16,914	21,889	91		Garret Kun Fred Hadayia
10.	Jamie Soberanes	16,275	21,204	92		Christine Morrow Steve Hartman

ALL TIME RECORD: LUCKY FAITIITI \$95,442 1st Six Mo Agt  
ALL TIME RECORD: KRAIG JILGE \$116,116 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	<b>Kraig Jilge</b>	\$226,014	\$452,672	69.6		Ben Halali Jatoft-Foti
2.	Ofa Tupouniua	139,392	244,830	94		Norman Sellen Steve Friedlander
3.	Sione Kanongataa	131,900	148,844	97		Taina Lameko Steve Friedlander
4.	Roger Weisman	130,338	237,196		73.3	Stephen Jubrey Oldham-Bianchi
5.	Harvey Dixon	95,863	104,226	95		Simon Rolland Steve Friedlander
6.	Siupeli Tuitupou	87,679	108,387	97		Taina Lameko Steve Friedlander
7.	Michael Matteo	85,270	118,424	89		Brett Gryska Oldham-Bianchi
8.	Robert Drake	72,968	142,060		72.4	London Burnett Surace-Smith
9.	Jeanette Lancaster	71,831	148,712		74.6	Curt Snow Jatoft-Foti
10.	Josh Wheeler	65,654	133,411		81.5	Patrick Bendure Surace-Smith

ALL TIME RECORD: LORENZO LAMEKO \$298,373 1st Six Mo Agt  
ALL TIME RECORD: MARY ANN GAELIC \$443,893 Net ALP

## General Agents



**1. Serah  
James**  
Auckland, NZ



**2. Lucky  
Faaitiiti**  
Auckland, NZ



**3. William  
Smith**  
Auckland, NZ



**4. Vaaufiao  
Robertson**  
Auckland, NZ



**5. William  
Doby**  
Baton Rouge, LA



**6. Nicholas  
Rice**  
Columbus, OH



**7. Tiffany  
Rovinski**  
Plymouth Mtg., PA



**8. Karen  
Gagarin**  
San Jose, CA



**9. Phillip  
Jenkins**  
Cleveland, OH



**10. William  
Parmeter**  
Rochester, NY

July Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	<b>Serah James</b>	\$175,148	\$183,731	69.5		Taina Lameko Steve Friedlander
2.	<b>Lucky Faaitiiti</b>	86,615	90,244	85.2		Stephen Hill Steve Friedlander
3.	<b>William Smith</b>	41,747	46,228	68.0		Taina Lameko Steve Friedlander
4.	<b>Vaaufiao Robertson</b>	36,921	52,610	69.4		Sita Pereira Steve Friedlander
5.	<b>William Doby</b>	35,651	36,352	93		James Palmes Joseph Diecedue
6.	<b>Nicholas Rice</b>	30,305	44,505		73.7	Patrick Bendure Surace-Smith
7.	<b>Tiffany Rovinski</b>	29,811	36,186	92		Samuel Cohen Fred Hadayia
8.	<b>Karen Gagarin</b>	26,009	78,045		72.3	Ernesto Magat Jatoft-Foti
9.	<b>Phillip Jenkins</b>	24,447	35,162		73.4	Michael Vasu Surace-Smith
10.	<b>William Parmeter</b>	22,456	39,851		70.1	Hal Herman Oldham-Bianchi
11.	Nicole Johnson	21,183	27,316		74.8	Jamison Weatherspoon Surace-Smith
12.	Carlos Rodriguez	19,269	22,163	93		Brenda Hadayia Fred Hadayia
13.	Michael Romeo	19,224	40,723		74.6	Raymond Risucci Oldham-Bianchi
14.	Peter Chung	18,862	68,988		70.4	Ben Halali Jatoft-Foti
15.	Alex Grakhov	18,792	32,229		70.3	Nicholas Zangardi Surace-Smith
16.	Anthony Leggett	18,439	30,987	85		Michael Mandella Chris La Fond
17.	Alexander Willgruber	17,666	22,393	91		
18.	Alon Fischer	17,091	21,478	92		Levar Morgan Theodore Pappas
19.	Lesina Ah Sue	16,964	46,370		73.6	Stephen Hill Steve Friedlander
20.	Ricardo Grandt	16,252	17,940	84		Ryan Hall Laura Fisher

ALL TIME RECORD: SITA PEREIRA \$244,444 1st Six Mo Agt  
ALL TIME RECORD: SITA PEREIRA \$286,946 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	<b>William Smith</b>	\$515,860	\$670,873	68.5		Taina Lameko Steve Friedlander
*2.	<b>Serah James</b>	514,965	605,266	69.5		Taina Lameko Steve Friedlander
*3.	<b>Karen Gagarin</b>	291,456	627,825	72.3		Ernesto Magat Jatoft-Foti
*4.	<b>Lucky Faaitiiti</b>	283,382	321,264	85.2		Stephen Hill Steve Friedlander
*5.	<b>Andrea Nichols</b>	190,048	216,065	72.5		Stephen Jubrey Oldham-Bianchi
6.	Rita Charles	183,872	267,580		86.5	Stephen Hill Steve Friedlander
7.	Vaaufiao Robertson	172,802	226,860		69.4	Sita Pereira Steve Friedlander
8.	James May	132,102	181,899		69.6	Hal Herman Oldham-Bianchi
9.	William Parmeter	129,739	255,321		70.1	Hal Herman Oldham-Bianchi
10.	Peter Chung	128,199	375,896		70.4	Ben Halali Jatoft-Foti
11.	Lesina Ah Sue	116,153	371,225		73.6	Stephen Hill Steve Friedlander
12.	William Doby	114,515	145,140	93		James Palmes Joseph Diecedue
13.	Michael Romeo	111,668	264,759		74.6	Raymond Risucci Oldham-Bianchi
14.	Christopher Keller	109,859	158,076		73.8	Steven King Paul Rumbuc
15.	Timothy Watson	109,606	222,929		75.7	Ryan Vopat Surace-Smith
16.	Amanda Beyersdorff	107,502	241,289		72.2	James Cunningham Surace-Smith
17.	Nicholas Rice	105,630	237,153		73.7	Patrick Bendure Surace-Smith
18.	Phillip Jenkins	101,672	164,559		73.4	Michael Vasu Surace-Smith
19.	Daniel Walton	100,359	196,560		74.6	Patrick Bendure Surace-Smith
20.	Alfred Taren	98,495	148,505	91		Alex Hernandez Jennings-Dimitrova

ALL TIME RECORD: TAINA LAMEKO \$1,319,496 1st Six Mo Agt  
ALL TIME RECORD: TAINA LAMEKO \$1,522,976 Net ALP

## Master General Agents



**1. Stephen Hill**  
Auckland, NZ



**2. Norman Sellen**  
Auckland, NZ



**3. Ben Halali**  
San Jose, CA



**4. Simon Rolland**  
Auckland, NZ



**5. Karen McQuoid**  
Auckland, NZ



**6. Patrick Bendure**  
Cleveland, OH



**7. Jamison Weatherspoon**  
Toledo, OH



**8. Kilisimasi Segal**  
Auckland, NZ



**9. Michael Vasu**  
Cleveland, OH



**10. Darron Hacker**  
Columbus, OH

July Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Stephen Hill	\$142,585	\$215,842		71.8	Steve Friedlander
2.	Norman Sellen	101,506	120,671		80.3	Steve Friedlander
3.	Ben Halali	67,051	296,525		71.3	Jatoft-Foti
4.	Simon Rolland	57,084	67,084	95		Steve Friedlander
5.	Karen McQuoid	56,322	69,446		79.1	Steve Friedlander
6.	Patrick Bendure	55,808	132,408		72.7	Surace-Smith
7.	Jamison Weatherspoon	52,524	66,338		74.6	Surace-Smith
8.	Kilisimasi Segal	52,056	66,446		74.5	Steve Friedlander
9.	Michael Vasu	50,666	103,867		79.9	Surace-Smith
10.	Darron Hacker	48,251	90,205		76.2	Surace-Smith
11.	Harmandus Buckle	47,249	51,993	89		Bob Olson
12.	Kellen Cuttance	43,242	56,166		68.2	Slav Bitman
13.	Samuel Cohen	41,248	56,905		68.1	Fred Hadayia
14.	James Palmes	39,996	39,985	87		Joseph Diecedue
15.	Michael Kyatt	38,248	38,924		73.7	Scott Sonnenberg
16.	Bobby Gujral	38,067	288,999		81.8	Altig-Orlovic
17.	Garret Kun	37,484	61,130		71.6	Fred Hadayia
18.	Heather Pearce	34,902	51,660	94		Tim McAdams
19.	Hal Herman	33,986	73,176		71.3	Oldham-Bianchi
20.	Christine Morrow	33,354	50,800		78.5	Steve Hartman

ALL TIME RECORD: JEFF RIBMAN \$326,483 1st Six Mo Agt  
ALL TIME RECORD: STEPHEN HILL \$410,573 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Stephen Hill	\$1,001,060	\$1,791,504		71.8	Steve Friedlander
*2.	Ben Halali	548,694	1,856,738		71.3	Jatoft-Foti
*3.	Stephen Jubrey	471,876	849,284		73.7	Oldham-Bianchi
*4.	Norman Sellen	416,299	482,189		80.3	Steve Friedlander
*5.	Karen McQuoid	386,953	460,924		79.1	Steve Friedlander
6.	Brett Gyska	375,242	677,814		71.7	Oldham-Bianchi
7.	Kilisimas Segal	374,722	583,847		74.5	Steve Friedlander
8.	Hal Herman	330,554	681,061		71.3	Oldham-Bianchi
9.	Tiffany Roland	299,467	475,971		70.5	Altig-Orlovic
10.	David Ackerman	297,080	704,201		74.9	Eric Giglione
11.	Kevin Davis	288,351	493,743		71.9	Williams-Zophin
12.	Ernesto Magat	287,758	865,495		76.7	Jatoft-Foti
13.	James Palmes	279,951	323,075	87		Joseph Diecedue
14.	Allen Nelson	279,586	359,636		88.4	Steve DiChiaro
15.	Simon Rolland	259,405	311,073	95		Steve Friedlander
16.	Garret Kun	243,416	425,026		71.6	Fred Hadayia
17.	Doreen Ryan-Foti	234,440	1,126,814		70.3	Jatoft-Foti
18.	Raymond Risucci	220,758	467,028		77.0	Oldham-Bianchi
19.	Levar Morgan	214,369	336,599		75.2	Theodore Pappas
20.	Nicholas Wolle	210,522	293,534		69.2	Scott Keeney

ALL TIME RECORD: STEPHEN HILL \$2,476,896 1st Six Mo Agt  
ALL TIME RECORD: STEPHEN HILL \$3,356,797 Net ALP

## Regional General Agents



**1. Taina Lameko**  
Auckland, NZ



**2. Stephen Hill**  
Auckland, NZ



**3. Ben Halali**  
San Jose, CA



**4. Patrick Bendure**  
Columbus, OH



**5. Michael Vasu**  
Cleveland, OH

July Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Taina Lameko	\$518,317	\$678,931		69.4	Steve Friedlander
2.	Stephen Hill	196,165	283,826		71.8	Steve Friedlander
3.	Ben Halali	137,374	487,230		72.2	Jatoft-Foti
4.	Patrick Bendure	127,366	278,745		72.2	Surace-Smith
5.	Michael Vasu	118,155	220,061		74.6	Surace-Smith
6.	Samuel Cohen	106,137	163,329		71.2	Fred Hadayia
7.	Thomas Vena	82,106	186,109		75.2	Simon Arias
8.	Garret Kun	71,042	105,337		70.1	Fred Hadayia
9.	Brandon Teter	70,850	146,630		70.7	Matthew Hogan
10.	Bobby Gujral	63,608	316,812		81.8	Altig-Orlovic

ALL TIME RECORD: TAINA LAMEKO \$623,266 1st Six Mo Agt  
ALL TIME RECORD: TAINA LAMEKO \$890,826 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Taina Lameko	\$2,912,972	\$4,361,646		69.4	Steve Friedlander
*2.	Stephen Hill	1,180,119	2,051,546		71.8	Steve Friedlander
3.	Ben Halali	1,075,785	3,455,276		72.2	Jatoft-Foti
4.	Brett Gyska	847,110	1,527,092		72.9	Oldham-Bianchi
5.	Michael Vasu	662,484	1,528,424		74.6	Surace-Smith
6.	Alex Roland	565,135	1,057,017		68.8	Chris Hernandez
7.	Patrick Bendure	558,497	1,502,997		72.2	Surace-Smith
8.	Christopher Clark	450,799	1,200,847		73.5	Altig-Orlovic
9.	Thomas Vena	408,670	827,498		75.2	Simon Arias
10.	Garret Kun	405,243	621,941		70.1	Fred Hadayia

ALL TIME RECORD: TAINA LAMEKO \$4,501,478 1st Six Mo Agt  
ALL TIME RECORD: TAINA LAMEKO \$6,224,023 Net ALP

## State General Agents *1st Six Month Agent*



**Steve Friedlander**  
CATEGORY I



**Fred Hadayia**  
CATEGORY II



**Chris La Fond**  
CATEGORY START UP

July Production						
Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of Obj
I	<b>Steve Friedlander</b>	70.4		\$854,205	\$263,250	324
	Surace-Smith		74.6	283,042	243,750	116
	Altig-Orlovic		74.2	740,952	799,500	93
II	<b>Fred Hadayia</b>	70.9		183,146	147,875	124
Start Up	<b>Chris La Fond</b>	90		44,122	15,200	290
	T J Powers		95	20,439	15,200	134

YTD Production						
Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of Obj
I	<b>Steve Friedlander</b>		70.4	\$4,556,218	\$1,842,750	247
	Oldham-Bianchi	87		1,610,945	1,296,750	124
	Surace-Smith		74.6	1,705,157	1,706,250	100
II	<b>Williams-Zophin</b>	70.6		1,076,812	1,114,750	97
VI	<b>Joseph Diecedue</b>	70.9		582,384	568,750	102
VII	<b>Alt-Orl-Venekamp</b>	68.3		377,957	379,225	100
Start Up	<b>Chris La Fond</b>	90		60,235	23,900	252
	T J Powers		95	42,654	23,900	178

Rookie SGAs must be in this category for a minimum of 6 months to compete for YTD awards.

## State General Agents *Net ALP*



**Steve Friedlander**  
CATEGORY II



**Fred Hadayia**  
CATEGORY II



**Chris La Fond**  
CATEGORY START UP

July Production						
Category	Name	Net to Gross	Retention	Net ALP	Net ALP Obj	% of Obj
I	<b>Steve Friedlander</b>	70.4		\$1,122,663	\$585,000	192
	Jatoft-Foti		71.0	805,660	585,000	138
	Surace-Smith		74.6	686,164	541,675	127
II	<b>Fred Hadayia</b>	70.9		287,019	281,675	102
	Eric Giglione		69.3	307,367	303,350	101
	Williams-Zophin		70.6	299,473	303,350	99
III	<b>Josh Chalom</b>	72.3		239,178	260,000	92
VI	<b>Joseph Diecedue</b>	70.9		121,369	130,000	93
Start Up	<b>Chris La Fond</b>	90		83,230	32,500	256
	T J Powers		95	55,476	32,500	171
	Eric Cochran		82	61,900	65,000	95

YTD Production						
Category	Name	Net to Gross	Retention	Net ALP	Net ALP Obj	% of Obj
I	<b>Steve Friedlander</b>		70.4	\$6,675,120	\$4,095,000	163
	Jatoft-Foti		71.0	5,558,380	4,095,000	136
	Oldham-Bianchi	87		3,423,785	2,881,725	119
II	<b>Williams-Zophin</b>	70.6		2,464,674	2,123,450	116
	Eric Giglione		69.3	2,218,891	2,123,450	104
	Surace-Smith		74.6	4,473,452	3,791,725	118
IV	<b>Joe Manone</b>	76.9		1,331,149	1,365,000	98
V	<b>Imran Satti</b>	68.6		1,204,971	1,213,450	99
VI	<b>Furer-Whittinghill</b>	71.0		965,737	1,061,725	91
VII	<b>Alt-Orl-Venekamp</b>	68.3		807,091	758,450	106
Start Up	<b>Chris La Fond</b>	90		169,990	75,800	224
	T J Powers		95	122,873	75,800	162

# Public Relations



**1. Susan Gilbert**  
CATEGORY I  
Chicago, IL



**2. Al Wall**  
CATEGORY I  
Holland Landing, ON



**1. George Farenthold**  
CATEGORY II  
Aurora, NY



**2. J T Tasker**  
CATEGORY II  
Rochester, NY



**1. Patrena Brown**  
CATEGORY III  
Hartford, CT



**2. Robin Denham**  
CATEGORY III  
Lee's Summit, MO



**1. Darrell Dorey**  
CATEGORY IV  
Mahone Bay, NS



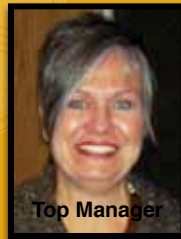
**2. John Wagner**  
CATEGORY IV  
Dayton, OH



**Rookie**  
**Patrena Brown**  
Hartford, CT



**IceBreaker**  
**Judy Spade**  
Liberty Center, OH



**Top Manager**  
**Susan Kelleher**  
Malden, MA

Public Relations categories are as follows:

Category	Population
1	over 8,500,000
2	6,500,000 to 8,499,999
3	4,000,000 to 6,499,999
4	Under 4,000,000

ROOKIE: Reps with 2009 Hire Date

ICEBREAKER: Reps with 2010 Hire Date

## July Production

Category	Rank	Name	Production in Cards	SGA/Director
I	1.	<b>Susan Gilbert</b>	3,132	<b>Chicago/Laurie Onasch</b>
	2.	<b>Al Wall</b>	2,879	<b>Toronto/Tim Farr</b>
	3.	Brenda Di Somma	2,255	New Jersey/Susan Fuldauer
	4.	Judy Spade	2,024	Michigan/Tim Farr
	5.	Vivian Dwyer	1,360	Virginia/Laurie Onasch
II	1.	<b>George Farenthold</b>	2,596	<b>NY State/Tim Farr</b>
	2.	<b>J T Tasker</b>	2,139	<b>NY State/Tim Farr</b>
	3.	Robin Andrade	1,730	Massachusetts/Laurie Onasch
	4.	Brett Hulme	904	Georgia/Patti Morgan
	5.	Lacy Byrd	677	Houston/Susan Fuldauer
III	1.	<b>Patrena Brown</b>	1,438	<b>Connecticut/Laurie Onasch</b>
	2.	<b>Robin Denham</b>	1,141	<b>Kansas/Patti Morgan</b>
	3.	Elizabeth Likins	1,043	Kentucky/Susan Fuldauer
	4.	Christina Cassata	999	Miami-Ft.Lauderdale/Patti Morgan
	5.	Mario Soljan	743	Steve Friedlander
IV	1.	<b>Darrell Dorey</b>	1,986	<b>Maritimes/Debbie Enstedt</b>
	2.	<b>John Wagner</b>	1,336	<b>Southern Ohio/Susan Fuldauer</b>
	3.	Ken Altizer	1,335	West Virginia/Susan Fuldauer
	4.	Sheila Krein	1,152	North Dakota/Rachelle Valdez
	5.	Stephen Castleman	872	Mississippi/Patti Morgan
Rookie	1.	<b>Patrena Brown</b>	1,438	<b>Connecticut/Laurie Onasch</b>
IceBreaker	1.	<b>Judy Spade</b>	2,024	<b>Michigan/Tim Farr</b>
Manager	1.	<b>Susan Kelleher</b>	1,711	Laurie Onasch
	2.	Billy Sauers	1,207	Patti Morgan
	3.	Sheila Krein	897	Rachelle Valdez

ALL TIME PR CARD PRODUCTION RECORD: 18,960 Cards

## YTD Production

I	*1.	<b>Al Wall</b>	16,368	<b>Toronto/Tim Farr</b>
	*2.	<b>Chuck Hill</b>	14,201	<b>Northern California/Debbie Enstedt</b>
	3.	Vivian Dwyer	13,664	Virginia/Laurie Onasch
	4.	Rona Pileggi Spano	13,420	Chicago/Laurie Onasch
	5.	Malka Arony	11,713	Arizona/Rachelle Valdez
II	*1.	<b>Robin Andrade</b>	12,639	<b>Massachusetts/Laurie Onasch</b>
	*2.	<b>J T Tasker</b>	10,877	<b>NY State/Tim Farr</b>
	3.	George Farenthold	8,906	NY State/Tim Farr
	4.	Erica Dalager	7,898	Minnesota/Laurie Onasch
	5.	Brett Hulme	6,643	Georgia/Patti Morgan
III	*1.	<b>Mario Soljan</b>	13,907	<b>Steve Friedlander</b>
	*2.	<b>Michelle Baxter</b>	9,092	<b>Indiana/Susan Fuldauer</b>
	3.	Patrena Brown	7,067	Connecticut/Laurie Onasch
	4.	Steve Sanchez	6,373	Miami-Ft. Lauderdale/Patti Morgan
	5.	David Blaisdell	5,885	Tennessee/Patti Morgan
IV	*1.	<b>Ken Altizer</b>	12,386	<b>West Virginia/Susan Fuldauer</b>
	*2.	<b>Paul Winslow</b>	8,818	<b>St. Louis/Patti Morgan</b>
	3.	Darrell Dorey	8,455	Maritimes/Debbie Enstedt
	4.	Shane Knowles	7,111	Maine-New Hampshire/Laurie Onasch
	5.	Sandra Knapp	7,099	Wisconsin/Laurie Onasch

ALL TIME PR CARD PRODUCTION RECORD: DENISE BOWYER 61,879 Cards

# Perspective



**Scott Smith**

Executive Vice President  
& Chief Marketing Officer

## PR Summit and You

...and leads and the future  
...and adaptation and transitions

We just finished the PR Summit. We had more than 200 of the finest lead generators together at the Gaylord Texan Hotel. Our PR team has some of the most dedicated and hardest-working people you will ever team with. I'm proud to be associated with them!

Everyone knows by now that centralized public relations is a significant contributor to our company growth. It has created more open market conditions for multiple State General Agents, has resulted in four consecutive years of increased lead generation, and has allowed the sales force to solely concentrate on what they do best — recruiting and growing agencies.

The transition to centralized public relations has also resulted in many more transitions. Coupled with our growth, the result is many more transitions to make. There is no more important transition to make than another associated with lead flow. Let's say this year the company generates 1.4 million leads and writes 150M in Net ALP. That's a little more than \$100 of premium per lead. OK.

Now, let's fast forward to when we hit the 250M Net ALP mark. At \$100+ per lead, we would need to generate some 2.5 million leads! That's really not in the cards. It would be nice, but we can't build around it. As a company, while we have steadily grown our union market share, we are nearing our best days of about 800,000 union leads. If there are 14M union members and we mailed every single member every two years, at best that would take us to 1.4 million union leads annually. Reality is we won't get every union member under a TG on our best day... though it's our goal!

Expanded marketing and experimentation with new group types will continue, as will analysis of our marketing methods and return rates.

But let's face it... in the future the union lead will no longer be a strip steak. It will be filet mignon. In other words, the union lead will be a

delicacy. You're just not going to see so many — not because we would generate less, but because that market is finite and our anticipated growth in agent count is not. The lead batches of five years ago are not that of today. I can assure you five years from now, they will have evolved also.

I'm watching this evolve first hand. In the South, where there are right-to-work states and where it is more difficult to generate leads, management views Child Safe events and school mailings as life-saving. In higher, traditionally unionized areas, those in management find the Child Safe event or school leads not as desirable. Same lead, different perceptions. It's an understandable scenario, given just eight years ago we were getting less than \$65 per lead and union leads were 87% of all leads generated. But it is a scenario that we must adapt to. *In time, everyone will learn to sell every lead type efficiently.*

We will also grow our referral-based sales and become more efficient with our POS. I know we will because our company is all about adaptation, and about accepting change and making transitions. First year and renewal commissions for the field, and the true opportunity of achieving financial prosperity, are much too strong not to be.

And that world-class PR team? They aren't going anywhere either. They will continue to service our existing relationships and search out new lead types.

So for those of you who can adapt, let's go! Your company will soon be twice the size it is today, with twice as many commissions and renewals.

You're in the right place at the right time.



sun, fun and cabanas



pool side cabanas , fontainebleau resort



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# Leadership Bonus

## Total: \$652,742.44

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Taina Lameko	\$28,571	Gregory Henderson	\$3,245	Joshua Champneys	\$1,670	Daniel McQuoid	\$963
Ben Halali	23,928	Patrick Stenglein	3,244	James Moland	1,648	Meliame Moeakiola	955
Bobby Gujral	22,635	Levar Morgan	3,158	Brenda Hadayia	1,638	Leslie Ellis	953
Stephen Hill	21,757	Haoyu Xu	3,155	Mark Beckford	1,612	Kevin Burton	948
Ernesto Magat	15,301	Heather Pearce	3,151	Siupeli Tuitupou	1,602	Kimberly Riley	945
Norman Sellen	13,904	Jessica Wilhite	3,038	Zenobia Macarthy-Harris	1,600	Harject Rana	908
Sita Pereira	10,283	Andrew Aaron	3,026	Justin Germany	1,580	Mark Gorman	907
Darron Hacker	9,102	Jason Bratin	2,969	Troy Plummer	1,558	Michael Schneider	906
Doreen Ryan-Foti	8,909	Leon Thompson	2,854	Brandon Teter	1,554	William Doby	876
Kilisimasi Segal	8,201	Scott Davis	2,826	Michael Romeo	1,532	Lleison Martinez	876
Jamison Weatherspoon	8,031	James Palmes	2,817	Natalie Linker	1,530	Jamie Soberanes	874
Simon Rolland	7,546	Kellen Cuttance	2,779	Wade Humphries	1,525	Nicole Johnson	866
Karen McQuoid	7,337	Charles Mickens	2,754	Samantha Chui	1,517	Alexandra Willgruber	862
Lorenzo Lameko	7,249	Steven King	2,745	Jeremy Welch	1,516	Eric Eun	859
Harmandus Buckle	7,221	Daniel Orr	2,727	Lynn Jones	1,512	Alex Hernandez	850
Stephen Jubrey	7,126	David Iriye	2,593	Nicholas Collins	1,439	Kyriacos Davis	849
Patrick Bendure	6,689	Nicholas Rice	2,551	William Smith	1,410	Adam Zlupko	837
Brett Gryska	5,862	David Faraway	2,547	Curt Snow	1,408	Blake Higuchi	827
Tiffany Roland	5,810	Ronald Starr	2,488	Christopher Jordan	1,378	Richard Barbour	823
Karen Gagarin	5,626	David Gombkoto	2,463	Jermaine Gunter	1,362	Robert Chobor	801
Lee Jeffers	5,416	Manu Manu	2,454	Michael Laramie	1,331	Rita Charles	797
Lucky Faaititi	5,376	Craig Strompf	2,437	Erik Graham	1,317	Andrea Nichols	796
Serah James	5,336	Brian Schreiter	2,424	Patrick Robitaille	1,316	Carlo Bonifazi	776
John Collins	5,284	Juan Cardona	2,402	Peter Chung	1,314	Gil Legarte	773
Christine Morrow	5,142	Ryan Vopat	2,299	Tiffany Rovinski	1,292	Raquel Baldwin	761
Sebastian Kazek	5,070	Catherine Minor	2,287	Nichole Turner	1,292	Jason Adamo	758
Marisa Willgruber	5,061	Kevin Appasamy	2,266	Richard Lepis	1,290	Fritznel Octave	748
Jose Harb	5,033	Michael Williams	2,188	Caleb Douce	1,285	Joshua Olin	742
Michael Kyatt	4,997	Kathryn Chaisson	2,187	Sharif Grays	1,278	Joseph Hedborn	725
Sione Kanongataa	4,890	Michael Mandella	2,178	Christopher Clark	1,266	Shawn Reid	723
Michael Vasu	4,594	Noel Ables	2,171	Phillip Jenkins	1,235	Amosa Faamanu	722
Raymond Risucci	4,520	Timothy Kieran	2,170	Tiffany Shim	1,194	Erika Little	721
Garret Kun	4,432	Ryan Hall	2,164	Travis Norman	1,184	Thomas Baeurich	720
Hal Herman	4,385	William Caraway	2,162	David Hausman	1,166	Barbara Corigliano	716
Tim Smith	4,342	Tracy Haden	2,130	Bryan Kidd	1,162	Ala Awad	708
Byron Paz	4,219	Todd Engelson	2,124	Harvey Dixon	1,113	Pauline Ruff	705
Samuel Cohen	4,186	Alan Silverman	2,026	Daniel Walton	1,106	James Allen	694
David Ackerman	3,974	Casey Kunash	2,020	William Parmeter	1,101	Kevin Ishikane	688
George Noujaim	3,921	Charles Steele	1,993	Colin Lyse	1,096	Joseph Teyssier	676
Ofa Tupouniua	3,869	Allen Nelson	1,979	Carlos Sanchez	1,096	Brian Welsh	676
Kevin Davis	3,814	Rudi Camenzind	1,969	Henry Ingraham	1,092	Taulai Siau	674
Nicholas Wolle	3,795	Ronald Trombetta	1,968	Andrew Bishop	1,056	Kyle Klipp	670
London Burnett	3,731	Nicholas Lorence	1,908	Sara Welch	1,041	Kimimnick Cooper	668
Scott Hanna	3,702	Tasha Tucker	1,887	Richard Woodly	1,033	Thomas Reagan	655
Kraig Gilje	3,633	Kenneth Greer	1,835	Summer Miller	1,033	Edward Rangel	639
David Wang	3,488	Theresa Setefano	1,760	Steven Stensrud	1,022	Joshua Silvers	636
James Cunningham	3,477	Humberto Quintero	1,740	Nicholas Wilt	1,012	Robert Vincent	636
Curtis Moreland	3,442	Wes Elder	1,722	Daniel Bauer	986	Joseph Moore	633
John McGrath	3,407	Evan Wicklund	1,709	Danielle Jankowski	986	Timothy Watson	625
Ryan Bisanz	3,284	Josh Wheeler	1,702	Alon Fischer	963	Robert Gerdes	624



# Leadership Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Richard Davis	\$623	Jet Clark	\$424	Daniel Hartwig	\$227
Evan Holzhauer	623	Matiniu Scanlan	419	Anthony Mutter	226
Rajeev Arora	619	Alex Grakhov	419	Kevin Rendon	225
Peter Athas	610	Asa Davis	418	Jonathan Emura	220
Nicholas Despoteris	603	Jason Thompson	415	Vaaufiao Robertson	218
Mark Liszewski	603	Victor Vicario	401	Malorie Bartlett	216
Tosha Tremblay	602	Michael Wichelns	398	Richard Dyer	216
John Hughes	582	Leane Nguyen	390	Vera Leus	212
Nicholas Zangardi	575	Rodney Ward	383	Lou Ettamarna	212
Maria Esposito	575	Mario Andres Chavez	383	Steven Sparkes	212
Seth Holmberg	573	Scott Kim	382	Loretta Ekeroma	208
Kurt Papenhausen	570	Troy Tripp	379	Lesina Ah Sue	207
Raymond Angeles	570	Atapana Faimalo	379	Sandra Bailey	206
Thomas Craig	568	Michael Collins	376	Kirk Alexander	204
Zbigniew Stankiewicz	566	Jarred Sykes	376	Dominique Bertoncini	203
Karl Becker	565	Elias Hazen	374	Mark Neilson	201
Michael Burningham	557	Seini Mafi	370	Mitch Duplantis	200
Alan Weissen	549	Bradley Gray	368		
George Lahamedjian	547	Matthew Melhorn	357		
Sean Hanson	544	Huia Stone	351		
Amanda Beyersdorff	539	Crystal Lara	347		
Michael Matteo	539	Dorian Oldham	338		
Richard Blake	535	Robert Drake	338		
Brian Watkins	525	John Young	336		
Gerald Bledsoe	524	Marcus Noel	332		
Devin Phillips	523	Ariel Sanchez	324		
Rebecca Birdwell	521	Christopher Keller	315		
Dina Cobos	519	Christopher Hendrix	315		
Marisa Rodney	518	Michael Adams	305		
Chester Ash	517	Tiffany Curley	304		
Jesse Lawson	513	Landon Thalman	304		
Richard Johnson	512	Alvin Hagens	300		
Andre Bishop	511	Paul Samra	300		
Andrew Haskins	508	Juan Planells	299		
Robert Dunn	500	Jeremy Harbin	298		
Jamie Solis	495	Matthew Hodge	294		
Chad Brown	492	Betty Christians	289		
Juanita Fussell	492	Dan Rubio	289		
Timothy Clark	486	Ronald Rennich	288		
Alex Roland	481	Marko Jankovic	285		
Natalie Soboleva	480	Aaron Gebke	265		
Carlos Rodriguez	475	Darren Cohen	265		
Ricardo Grandt	473	Mark Danner	263		
Derek Wiens	471	Ricardo Subero	262		
Pamela Ladd	468	Mathew Mealey	259		
Scott Patterson	459	Christopher Williams	257		
Emily Matteson	451	Angel Arista	256		
Christopher Stephens	442	Denice Copp	253		
Anthony Leggett	439	Alfred Taren	251		
Justin Smith	436	Lee Croft	242		
Mark Graham	436	Linzy Newman	239		
Rufus Cathey	435	Yehonatan Gross	239		
Larry Finch	433	Randall Cook	234		
Mark Weddle	432	Crystal Newton	233		
Jessica Santamarina	431	Nadezhda Vitchev	233		
Robert Black	428	Robert Woodhouse	228		

# World's Greatest Bonus

## Total: \$1,299,771.98

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Aiona Moeaki	\$6,716	William Riddle	\$2,540	Rob Speers	\$1,887	Derek Sandilands	\$1,601
Ryan Kendl	5,940	Ed Olfert	2,532	Jodi Bohdal	1,887	Troy Tripp	1,597
Ben Halali	5,392	Mapa Vaki	2,513	Dustin Surace	1,881	David DiMauro	1,591
Erez Shabtay	4,862	Victor Rodos	2,510	Benny McCarty	1,880	Matthew Barrion	1,588
Maria Rocha	4,754	Mark Akler	2,496	James Schneider	1,880	Tasha Tucker	1,586
Gary Smith	4,531	Lily Tchen	2,494	Sammy Dominguez	1,879	Kelly Yingling	1,583
David Ramirez	4,491	Sale Papu	2,488	Landon Thalman	1,872	Sandra Linse	1,580
Elias Hazen	4,405	Daniel Bauer	2,464	Vaisima Unu	1,857	Heidi Gorham	1,579
Michal Majewski	4,389	Pafuti Toleafoa	2,450	Daniel Johnson	1,849	William Peterson	1,579
Amir Sedaghat	4,233	Adeyemi Akinade	2,404	Michael Johansen	1,849	Haoyu Xu	1,577
Katie Massart	4,108	Ryan Leong	2,390	Sosefo Petelo	1,847	Sione Fifita	1,575
Robert Ulreich	4,104	William Parmeter	2,365	Leslie Ellis	1,840	David Faluccci	1,570
Leane Nguyen	4,040	Jonathan Emura	2,360	Andrew Helgeson	1,835	Jose Hernandez Camargo	1,569
Terrence Asuncion	3,912	Mario Andres Chavez	2,354	Tibor Simon	1,832	Andrea Marulanda	1,564
Ross Ewen	3,907	Georginna Thornhill	2,351	Sally Wilson	1,830	Fritznel Octave	1,560
Helen Taylor	3,861	Nicholas Despoteris	2,343	Lawrence Hauck	1,829	Victor Vicario	1,560
Kyle Wrobel	3,834	Samson Adelufosi	2,337	Tyler Zemenchik	1,818	Isileli Finau	1,560
Steven Stensrud	3,823	Gregory VanSuch	2,300	Christian Napiza	1,817	Benjamin Ainscough	1,559
Samantha Chui	3,814	Michael Hrynewich	2,299	Samvel Tigranyan	1,816	Felicia Price	1,558
Scott R Davis	3,759	Tevita Liutai	2,288	Diane Crawford	1,797	Preeti Sahgal	1,555
Elvis Obanor	3,702	Amanda Mattison	2,260	Kelly McDonald	1,793	Melissa Losk	1,555
Ron Pavon	3,522	Omarh Torio	2,232	Tupou Tavalea	1,789	Elyse Koven	1,552
Michael Schumacher	3,387	Adam Kahn	2,225	Peter Hudousek	1,785	Adam Huck	1,548
Sunia Kaufusi	3,298	Deborah Parnell	2,219	Jessica Santamarina	1,779	Timothy Clark	1,542
Al-Karim Walji	3,297	Michael Woo	2,210	Carmelo DeCicco	1,776	Vili Mounga	1,531
Max Quasem	3,243	Alek Auxier	2,198	Roxanna Bernal	1,776	Daxa Patel	1,530
Talanoa Takeifanga	3,213	Alba Wandurraga	2,198	Matthew Ficarra	1,770	Andrea Barenholtz	1,528
Anna-Marie Grimstead	3,209	Tone Munro	2,197	Justin Germany	1,764	Lars Rodal	1,517
Eugene Kashkin	3,136	Luan Hajnaj	2,197	Avshalom Wolfshout	1,761	Mike Hudnall	1,516
Amandeep Gill	3,127	Scott Hanna	2,186	Russell Morris	1,760	Dominique Bertoncini	1,514
Tina Phongsavath	3,098	Ala Awad	2,181	Angeles Ordas	1,757	Nicole Johnson	1,513
Alanna Swenson	3,086	Erickson Bencosme	2,178	Robert J Dunn	1,757	Bryce Pollock	1,513
Seiuli Saolotoga	3,030	David Livingston	2,176	Natalie Soboleva	1,756	Bradley Kampmeier	1,504
Rachel Bryson	2,985	Jared Rivera	2,167	Nicoles Crenshaw-Canales	1,753	Chena Blair	1,504
Steve Marker	2,973	Neal Gunn	2,165	Bobby Szwaja	1,742	Susana Latu	1,500
Sione Aholoka	2,965	Dustin Dunbar	2,150	James Cummings	1,724	Kevin Appasamy	1,491
Bret Green	2,957	Andrell Smith	2,118	Nicholas Bigec	1,719	Benton Tong	1,487
Viet Chung	2,949	Sefesi Tupou	2,107	Daniel Umbertone	1,711	Olga Tsymbal	1,485
Jesse Wise	2,943	Sylvie Mahe	2,082	Iva Mariner	1,702	Michael G Collins	1,484
Bruce Viaje	2,875	Daniel Jones	2,065	Byron Paz	1,696	Joseph Kuzmanko	1,476
Laaina Havea	2,856	Stephanie Novel	2,053	Xay Dang	1,694	Timothy Furay	1,476
Michael van Delft	2,849	Travis Picklesimer	2,044	Barbara Stillwell	1,692	Angela Costello	1,473
Brent Penno	2,848	Franklin Ollie	2,041	Kevin Haines	1,692	Matt Moore	1,467
Filipo Havili	2,843	Dustin Klingebiel	2,039	Larry Finch	1,690	Eliu Castillo	1,465
Gil Legarte	2,808	Ann Wainit	2,032	Odilia Goulart	1,686	Anthony Leggett	1,454
Alex Gonzales	2,788	Luciana Mosca	2,024	Michael Awada	1,679	Denise Kendall	1,453
Heather Hewitt	2,785	Josh Wheeler	2,003	Jeffrey Stevens	1,677	Taualai Siau	1,446
Graeme Bollinger	2,744	Krista Thieme	1,998	Joshua Lenix	1,673	Jennifer Wehrle	1,446
Erna Gasanin	2,743	Richard Cleveland	1,970	Heiko Schuster	1,671	Maureen Brunet-Forchilli	1,443
Kayla Chavez	2,707	David Fung	1,966	I-Perfection Harris	1,662	Budi Krismunando	1,437
Jun Ma	2,694	Beth Snow	1,958	Kristen Fitzhugh	1,656	Steven Sparkes	1,437
Lesina Ah Sue	2,688	Robert Wilhelm	1,950	Rita Charles	1,638	Todd O'Neill	1,435
Evan Wicklund	2,680	Alafou Tupuola	1,942	Richard Scott	1,634	Brian Welsh	1,435
Michael Perkins	2,619	Mark Neilson	1,941	Peng Zhou	1,628	Frank Cousins	1,429
Daniel Potilechio	2,616	Joy Horcajo	1,939	Lynn Parker	1,622	Christopher Ritchie	1,425
Jesse Remby	2,579	Bryant Hendley	1,919	Duane Robertson	1,620	Josephine Brown	1,425
Drew Stimmel	2,560	Apisai Mahe	1,911	Jaime Rozotto	1,610	Alexander Adams	1,421
Lydia Lozano	2,550	Joseph Cornaggia	1,889	Kevin Davis	1,607	Erin Stiles	1,416

# World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Jeraldine Lim	\$1,415	Lucan Schmidt	\$1,252	Raymond Angeles	\$1,140	Jeremy Willis	\$1,002
Richard Carter	1,409	Nadezhda Vitchev	1,251	Alfred Taren	1,137	Jared Cleckner	1,000
Taylor Kramer	1,402	Jessica Blacklaws	1,250	Thomas Yarbrough	1,135	Taupaolo Misa	1,000
Karolina Brandys	1,401	Daniel Posner	1,247	Ashley Cesta	1,133	John Romanucci	998
Marvin Chalwe	1,395	Maurice Montgomery	1,246	Jorge Zepeda	1,129	Seluaia Tumanuvao	997
Jinzhou Zhao	1,393	Norman Lew	1,246	Corey Bryant	1,129	Peer Shmelzer-Moratin	995
Anometa Maafu	1,393	Emily Gillette	1,245	Justin Toland	1,128	Joseph Bower	994
Kristina Hamilton	1,391	Bruce Tan	1,244	Kathryn Cole	1,127	Diana Hernandez	985
Mark Kukielski	1,388	Scott Remmey	1,243	Amelia Vimahi	1,127	Ruta Tasi	985
Darrell Jones	1,388	Paul Bevis	1,243	James Ledyard	1,125	Niu Fuatau	982
Douglas Zigby	1,387	James Allen	1,241	Dionte Williams	1,125	Samuelu Kainano	981
Darryl Rugley	1,387	Shirlene Benton	1,240	Iryna Sushkova	1,122	Linda Byas	980
Richard Sprigg	1,380	DeAnthony Hartman	1,239	Gregory McMeckan	1,119	Mark Graham	980
Daniel Pinschmidt	1,379	Gabriel Feldmann	1,237	Tiffany Rovinski	1,112	Carol Thompson	977
Mark Gorman	1,376	Kalle Convery	1,237	Tracy LePore	1,110	Jerry Holt	970
Lineti Kanongataa	1,376	Luisa Samisoni	1,236	Benjamin Omega	1,106	Jason Adamo	969
Nicole Ringrose	1,375	Daniel Bernard	1,236	Melissa Schroeder	1,105	Matt Flores	966
Helen Dellavalle	1,375	Shain Leggett	1,235	Steven Fauth	1,101	Dustin Dunlap	964
Maria Diringier	1,375	Roger Weisman	1,234	Wander Lima	1,098	Earl Gibson	964
Steven Lucero	1,373	Michael Segulla	1,233	Savanah Ekman	1,095	Jerry Hussey	964
Agatha Safford	1,373	Tokomea Fanua	1,225	Joshua Champneys	1,090	Alejandro Soto	963
Pauline Ruff	1,364	Aiga Filipo	1,224	Roheen Safi	1,090	Huia Stone	962
Scott Smith	1,363	Brook Meeks	1,221	Antonio Salgado	1,088	Lisa Kahan	962
Latutama Lavulo	1,361	Benjamin Mackey	1,217	Chantal Levy	1,087	Manivannan Ponniah	961
Brock Lampe	1,358	Herivelto Pereira	1,216	Cassandra Evans	1,086	Donna Adams	960
Timothy Nolan	1,357	Tian Luo	1,215	Darrell Jeff	1,083	Marika Jones	957
Ofa Tupouniua	1,354	Remington Stewart	1,213	Mark Wyner	1,081	Nanette Clay	948
Sioana Valu	1,354	Joseph Quintons	1,209	Denise DeFalco	1,076	David Rockway	939
Sione Time	1,352	Charity Whittington	1,208	Corey Lavigne	1,072	Adrienne Collins	938
Juan Sosa	1,344	Amanda Scheidt	1,203	Jason Oliver	1,071	Allan Munro	937
Crystal Reeves	1,344	Doris Aguilar	1,203	Atta Saleh	1,066	John Johnson	935
Janet Bingham	1,341	Amr Shater	1,202	Lynwood Randolph	1,064	Aaron Bullard	934
Daniel Taurisani	1,341	Iasinta Nganwoo	1,200	Brian Wolchok	1,061	Jonathan Davis	931
Sharia Milton	1,340	Orett Nelson	1,197	Derrick Mason	1,060	Ivana Ofakineciafu	929
Demetria Holmes	1,336	Dionne Ritchie	1,197	Joseph Mahoni	1,059	Joshua Merson	928
Eric Peyton	1,336	Simotu Williams	1,196	Tuanaki Kaufusi	1,058	Maryann Boyd	925
Sione Latuhoi	1,328	Lisa Wood	1,195	John Ophals	1,057	Jason Watson	924
Shawn Benson	1,325	Jason Lassic	1,193	Diane Carrion	1,057	David Fox	924
Aaron Tavizon	1,317	Amber Hart	1,190	Lindsay Scilley	1,056	Sidney Hodgskiss	919
Joey Kennedy	1,314	Henry Ingraham	1,190	Jonathan Tomko	1,055	Jewmeka Morton	919
Mele Tiotio	1,313	Cynthia Donahue-David	1,190	Anthony Wilson	1,054	Carol Richardson	917
Fahod Shamsiyev	1,312	Mark Bleier	1,189	Harris Price	1,053	John Hernandez	917
Toemu Halangahu	1,311	Souleymane Bah	1,183	Richard Mercado	1,053	Betty Hewlett	915
Pakileata Ketuu	1,306	Harpreet Ark	1,183	Jerry Sullins	1,048	Richard Sanon	910
Albert Lau	1,302	Mathew Phillips	1,183	Oscar Flores-Najarro	1,048	Brenden Chun	909
Nathaniel Clark	1,298	Stefan King	1,182	Raymon Reynolds	1,046	Christian Fahey	909
Mario Chavez Jr	1,297	Joanna Hall	1,180	Erik Boyd	1,045	Mark Glazer	908
Craig Strompf	1,297	Lisa Lee	1,180	Benjamin Eggen	1,045	Cynthia Trujillo	908
Poasi Maafu	1,294	Derron Alexander	1,178	Nora Sanders	1,045	Jamie Nelson	904
Jeanette Henry	1,294	Christina Wilson	1,178	Chad Panzer	1,043	Jeremiah Lens	900
Amy Shui	1,292	Troy While	1,170	Kiana Bowles	1,043	Sonia Pegram	899
Hasani Anderson	1,292	James Raymond	1,165	Keith Remke	1,038	Zach Luhr	899
Nikki Crosby	1,291	Ahmad Chaudhry	1,164	Lon Saunders	1,032	David Solomonov	897
Evelyn Nkwenti	1,279	Edward DeLuca	1,163	Jian Wang	1,029	Christopher Hintz	896
Nathan Champneys	1,277	Jack Wang	1,161	Stephanie Kies	1,026	Trudy Sakaguchi	896
Manu Manu	1,275	Sale Absio	1,161	Amber Heary	1,019	Lemlem Zerayesus	896
Enrico Paredes	1,275	Robert Granzow	1,157	Edward Atkinson	1,019	Courtney Lovsteen	894
Richard Nypower	1,274	Eric Conroy	1,157	Willie Hayden	1,016	Ruth Charlesworth	894
Mark Ziemianski	1,270	Gina Flores	1,157	Hilda Nansen	1,013	Pamela Ladd	893
Raina Piniata	1,268	Peter Kaplanis	1,157	Itagia Nuuaea	1,013	Juana Martinez	891
Matthew Parks	1,267	Jenny Patterson	1,154	Lucyna Ostrzycki	1,012	Matthew Beeson	891
Aaron Spears	1,265	Michael Tantraphol	1,150	Ashley Glover	1,011	Salote Aahu	890
Scott Davison	1,259	Iakopo Maituo	1,147	Maria Alcon	1,009	Tracy Walker	889
Ana Graff	1,255	Timothy Cadden	1,143	Ryan Neel	1,002	Maritza Soto	889
Gabriel Manzo	1,253	German Ramirez	1,141	Angel Tate	1,002	Lucinda Kaptur	888

# World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Jason Gold	\$887	Michael Yoxtheimer	\$779	Jeffery Churchfield	\$713	Joseph Coley	\$633
Corey Carbon	887	Twanna Tucker	778	Don Allan	712	Chester Ash	633
Leone Tom-James	886	Mildred West	777	Gail Arundale	711	Evan DeLuca	633
Manuel Chavez	885	Ronald Batten	777	Litia Ahsam	710	Thomas Tulowiecki	632
Brendan McCoobery	882	Tiffany Roland	776	Richard Johnson	706	Charles Ellington	631
Jeff Krull	877	Nic Iagulli	776	Kenneth Lindsey	701	Glyn Hurst	630
Mariann Cameron	876	Michael K Reed	775	David Gombkoto	701	Paul Teko	629
Timothy Armour	871	Amanda Beyersdorff	774	Akbar Hosseini	700	Anthony Johnson	628
Tominiko Brown	871	Necole Jacobs	773	Mycal Jones	700	Michael Ackerman	627
Michael McIntosh	870	Cassandra Gordon	771	Lauren Coyne	699	Jeremy Engrav	626
Bradley Ogles	865	Sofai Tauti	770	Lakimblee Freeman	696	Randall Cook	625
Brandon Dean	863	Michael Wichelns	768	David Dwinell	696	Thomas Quintalino	624
Joseph Babineau	861	Michael Boylan	767	Marko Jankovic	691	Margaret McClement	622
Casey Kunash	859	Henry Gogolin	766	Ian Tyrrell	691	James Keefer	622
Matthew Florman	857	Dean Lowens	763	Timothy Watson	690	Kyle Malone	620
Scott Banfield	855	Jeremy Tellier	759	Kailee Tarbox	690	David Saez	619
Monica Olcott	854	John Velardo	757	Robert Wilson	687	Anthony Balloutine	617
Alyssa Fenner	852	Vann Durham	757	Vanessa Cobos	687	Vaea Silipule	616
Stephen Lofton	852	Jacob Foster	756	Marino Baca	683	Paul Snyder	613
Dwayne Hargrove	852	Mohamed Tawfik	754	Joshua Ofahulu	682	Lee Jeffers	613
Elena Faafaga	852	Kristy Doan	753	Faletui Mapusua	681	Gary Paluzzi	613
John DiPietra	845	Christian Maula	749	Dawn Selden	680	Chad Lynch	612
Erin Moyer	836	Dulce Jimenez	748	Curt Snow	676	Craig Friestad	611
Robert Drake	836	Randy Pickard	748	Larry Chick	676	Wanda Scott-Harris	610
Darron Hacker	834	Shawn Nowak	748	Vaaufiao Robertson	675	Timothy Hooten	609
LaLitha Janardhanan	834	Ronald Rennich	748	LeKendrick Wilson	674	Sina Mafi	606
Charles Perkins	831	Andre Bishop	747	Dina Cobos	672	Daniel Smith	606
Marion Magat	831	Gabriel Langboun	747	Robert Donner	671	Crystian Rozotto	605
Kenneth Greer	829	Neil Soonalole	746	Jorell Washington	670	Ernesto Magat	603
Jon Gillmore	829	Whitney Pavich	745	Penni Slovensky	670	James Aalders	603
John Windham	827	David Thornton	745	Sione Kanongataa	669	Angela Bayler	602
Todd Pettingill	826	Theresa Bellajaro	745	Dennis Titcombe	669	James Lee	602
Lynne Shaw	825	Christopher Newman	744	Clayton Herron	667	Taylor Sharp	602
Gregory Hayman	824	Cody Terrell	744	William Rappe	667	Sharif Grays	600
Ellahe Vaziri	823	Susan Schmida	742	Janice Dixon	666	Michelle Bigliatto	600
Jose Lopes	821	Angela Price	742	Christopher Jordan	666	Tyler Stansell	600
Lamine Diakhate	821	Edward Rangel	742	Michael Clarke	666	Zbigniew Stankiewicz	598
Jiunn Tan	820	Fredrick Hamilton	742	Daniel Rhoades	664	John Bacaron	595
Stephen Wotring	819	Jamie Soberanes	739	Donald Wold	662	Evelyn Ofong	595
Chad Hatfield	818	Randoph Souliers	738	LaDawn Meador	660	Mark Danner	594
Jim Hernandez	811	Jordan Gutierrez	737	Jack Lind	659	Seini Mafi	594
Toni Curlin	811	Favian Ramos	736	Tyler Murray	657	Adam Zlupko	594
Karla Fabiani	810	Robert Grossman	735	Vivian Greer	656	David Hestness	593
Larry Abraham	810	Lemuel Albury	735	Christopher Anene	656	Ana Cobo	593
Tiffany Hepner	809	Michael Abreu	733	Jullyna Doan	656	George Angulo	593
Timothy Velky	808	John Cruz	730	Kelvin Chu	655	Calvin Tom	590
Kepueli Lavaka	806	Blake Higuchi	730	Elena Ivanova	655	Joshua Smith	588
Justin Adams	806	Johanna Handa	730	Ryan Kissling	654	Benjamin Van Fossen	587
Andrew Glasser	806	Rickie Sasser	729	Barbara Corigliano	651	Lupe Naa	586
Cassandra Gervais	805	Brent Leathers	729	Byron Stuckless	650	Justin Fox	586
Virginia Fallon	801	Keri Striker	729	Todd Hensel	648	Nathan Leininger	585
Melissa Wartman	799	Jeff Lamar	728	Rebecca Birdwell	648	Tammy Goff	585
Brad Thompson	798	Valencia Ware	726	Malcolm Burney	646	Charles Pantely	585
David Hutchinson	797	Nancy Myers	725	Alexander Smith	646	Tyler Weisen	584
Svetlana Belkina	796	Patrice Sands	725	Patricia Longenecker	645	Nicole McKean	579
Catherine Trigero	796	Ricky Massiah	722	Siupeli Tuitupou	645	Steven Airey	576
Christopher Chovanec	795	Harry Kochi	722	Clarence Boykins	643	Melissa Gilroy	574
David Tautalagia	794	Fualaau Ioane	720	Eduardo Sousa	642	Tevita Tupouniua	573
Tina Hall	790	Juan Planells	718	Ariel Kern	640	Robert Chun	573
James Scheller	785	Jeremiah James	717	Karen Sessing	639	Pavel Rybakov	572
Hank Gordon	784	Jeffrey Grant	717	Phillip Christian	637	Emily Wilson	571
Heather Pearce	783	Kenneth Chagnard	716	Emily Matteson	636	Stephanie Hailey	571
Ramaninder Bharj	782	Willie Johnson	714	Shaun Foulkes	636	Joshua Goodman	569
Jesse Martin	780	Robert Holby	714	Paul Raison	635	Cody Montgomery	569
Michael B Ellis	780	David Fanjoy	713	Tatjana Tikhonov	634	Sean Lacroix	569

# World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Seth Grim	\$569	John Setu	\$509	John Cypriano	\$449	Sharon Brenner	\$405
David Borghi	568	Christopher Grunditz	504	Salvatore D'Alessandro	449	Corey Neff	405
Shawna Hermann	568	Joshua Goldstein	503	Laie Kaufusi	449	Robert Woodhouse	403
Felicity O'Halloran	568	Richard Luzaich	501	Tabatha Williams	448	Steven Cox	402
Meagan Vasquez	567	Mark Solomon	501	Tammera Simeona	448	Christina Guerrero	402
Robert Vincent	567	Deadra Turnbow	499	Sheree Risley-Aragon	448	James Humphreys	400
Rodney Barlow	566	Sean Hanson	497	Joseph Brennan	447	Darren Cohen	400
Aaron Fry	564	John Behm	495	Chau Tran	445	Kimberly Riley	399
Sean Gault	561	Isaac Warne	495	Jerry Nugent	445	David Jackson	398
Frederick Bunyan	561	Amanda Thibado	494	Howard Price	444	Katie Strong	397
Jonathan Howard	561	Cherie Adams	493	Jenna Timmerman	444	Todd Mileti	397
Jeanette Russell	560	Malcolm Redd	493	Amanda Conner	444	Nicholas Moore	396
Robert Black	560	Joaquin Santos	490	Robyn Stewart	443	Kiasheen Tyler	395
Brandi Hershey	558	James Eberle	489	Christopher Wren	443	Toumoua Ve'a	393
Jamie Solis	558	Samy Jacques	489	William Stewart	441	Sautia Maluofenua	392
Jenny Kuhns	558	Derek Wiens	489	Albert Levy	440	Hetal Patel	392
Ronald Trombetta	557	Lindsay Blecha	489	Sergio Quintanilla	439	Michael Williams	391
Alexandra Willgruber	557	Andrew Virkus	488	Michelle Ryan	439	Erica Buhler	391
Kamila Rosinska	556	Jason Shearer	487	Stephen Archer	438	Ronald Noecker	390
Latasha Bell-Jacobs	556	Kunle Okubena	486	Vincent Gaddis	437	Raquel Baldwin	390
Seth Holmberg	556	Sean Freas	485	Michael Matteo	437	George Sturge	390
Ted Bonebrake	555	William Quinn	483	Robert Drescher	437	Thomas VanOsdol	388
Rhett Zimmerman	554	Jeff Benson	483	Christopher Taylor	437	Amy Hunter	387
Sammar Miqbel	552	Pamela Smith	482	Crystal Newton	437	Geetangali Mahabir	387
Daniel Ferlise	551	Shane Burns	481	Sonia Quinonez	436	Bradley Weigand	387
Douglas Huffman	551	Amber McLaughlin	480	Ryan Saridakis	435	Kevin White	387
Bryan Peters	549	Robert Caison	479	Dason Phaul	435	Adam Peters	387
Mark Harhager	548	Troy Skipper	479	Scott Duran	434	Jose Lomeli	386
Angelika Vassilieva	547	Kyle Siskowic	478	Thristan Cooke	434	Kalina Filimoeatu	386
Barbara Good-Hammond	547	Jen Sage	478	Nancy Orton	431	Jennifer Strickling	385
Jason Anderson	547	Anthony Kachelmeier	478	Jesse Simmons	431	Ashley Jones	385
Sujata Kapadia	545	Mary Robinson-Turner	476	Aric Lopez	431	Cameron MacCall	385
Stacey Maniapoto	544	Michael Lindsey	475	John Tippet	430	Anne Ung	384
Keith Bryan	543	Scott Robinson	475	James Lemon	430	Jason Kiriako	384
Franklin Rafanan	543	Gary Prokop	472	Steven Droppa	430	Richard Dyer	383
Amy Witt	542	Bernardo Lopez	471	Patricia Jones	429	Matthew Court	383
Mike Thomas	542	Alan Laabs	470	Irma Haubrich	428	Kent Melinsky	382
Lawrence Smith	541	Jose Rocha	468	Steven Westlake	426	Nancy Mejia	382
Sean Conlon	540	Christopher Anderson	467	Daniel McQuoid	425	Richard Henry	381
Matthew Cosic	538	Jessica Spring	467	Pelesite Faalanu	425	Robert Brock	381
Alan Rosen	538	Ariel Sanchez	466	Julia Smythe	424	Todd Bornstein	380
Mele Pailalatu	535	Jonathan Maust	465	Cara DeFiore	422	Leary Andrews	380
Colleen Devine	535	Andrew Larsen	464	Carrie Robinson	421	Robert Orewyler	380
Talalelei Luaiva	534	Dawn McElwain	463	Zachary Santino	420	Evan Holzhauser	380
Amanda Stoebe	533	Oopa Blake	463	Michaela Frein vonPfetten	420	Tony Parker	379
Victoria Clark	532	Marts Jeromanovs	463	Laurajan Scribner	420	Lou Ettamarna	379
Alvin Hagens	531	Phillip Jenkins	463	Daniel Walton	419	Linzy Newman	378
Kenji Leonard	530	Matthew McBride	463	Gian-Paolo Diberardo	419	Matthew Diulus	378
Anishia Kalanick	529	Marcin Gamza	461	Irene Reyna	418	Deborah Agrifoglio	377
Brian A Thompson	529	Ruben Fuentes	461	Ronnell Burns	417	Patrick Robitaille	376
Rovie Vanhtha	528	Bryan Larch	461	Diane Lilo	415	Edward Benes	376
Kelly Thrush	526	Mark Liszewski	460	Karyn Wittmeyer	415	Aaron Harris	376
Terry Rivera	525	Silivelió Sakalia	458	Andrew Meier	415	Ryan McIntosh	376
Dwight Gradolph	524	Cory Wilson	457	Jennifer Holliday	414	Andrew Roza	376
Jimmie Golden	521	Heidi Regel	456	Andrew Aaron	412	Peter Athas	375
Viliani Fua	520	Thomas Harris	456	Vanessa LaRose	410	Matthew Turnquist	374
Ciera Johnson	519	Sharille Buoy	456	Cecilia Asopardo	410	Ana Kofmehl	374
Victoria Kane	519	Nathaniel Baptiste	455	Humberto Quintero*	410	Matalena Fonoti	369
Dwayne Cameron	516	Paulene Young	454	Georgia Anagnostopoulos	409	Tiratahi Terekia	368
Tejinder Singh	515	Theodore Greer	454	Chansanette Amison	408	Natasha Levandowski	367
Thomas Strickland	513	Cherise Tuzikova	453	Connie Reichard	408	Gillian Williams	367
Constance Hampton	513	Jonathan Woelfle	451	Zachary Hart	408	Sione Pouanga	364
Edith Waaka	512	David Steinhoff	450	Kwame Micah	407	Tanginai Banks	363
Christopher Williams	512	Eleonora Mujica	450	Deborah Johnson	405	Vakhtang Nazaryan	363
Michael Clemente	511	Rosalind Faaita	449	Christopher Weglarz	405	Roberta Saley	362

# World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Bradley Ward	\$361	William Hannah	\$323	Erin Walden	\$283	Rosita Ekeroma	\$254
Florist Vaki	361	Christopher Hendrix	323	Gary DeWees	283	Todd Heinaman	252
Michael Newgent	361	Mickenzie Linse	323	Jalaine Binas	282	Aaron Singer	252
Sonja Nazareth	360	William Blair	323	Anthony Mele	282	Keith Litterst	252
Supreet Deol	358	Brenda Howell	323	Odette Allen	282	Jesse Atatai	252
Keith Heggaton	358	Sara Gilley	322	Deanna Finnigan	279	Thomas Amari	251
Paavo Cymanow	358	Wallace Ordoyne	322	Jacklyn Tweeten	279	Tony Romano	250
Margarita Volkova	357	Tiffani Tavormina	321	Brent Arbour	278	Halahopo Lakalaka	250
Trent Graves	356	Gladys Walker	320	Dustin Coulter	278	Natasha Skidds	249
Virginia Dotson	356	Todd Buda	320	Aruna Ravani	277	Josh Olson	249
Magda Figueiredo	355	Monica Spence	319	Helen Pakofe	277	Nathan Osborn	248
Lynn Pell	354	Candis Morris	318	Debra Hepp	276	Jerry Benoit	248
Tautiaga Pio	354	Carly Scigliano	315	Sefaloni Haapai	276	Michael Strassburger	248
Israel Wizenfeld	354	Richard Lutz	315	Patrick McKrill	276	Gordon Biggums	247
Kaio Soalo	353	Aidan Adams	315	Johnny Stone	275	Eddy Prellwitz	247
Bei Xie	353	Eryn Sewart	315	Allison Bankowski	275	Tiffany Owens	247
Candice Rezzo	353	Modesty Labbe	315	Latoya Golding	275	Nicholas Clark	247
Sangmi Choe	352	Frances Saimone	315	Jeremy Pitsenbarger	275	Ronald Schafer	246
Mark Rosen	352	Penitala Kolose	314	Jason South	274	Andrew Haskins	245
Teresa Sanders	352	Nickolas Schuler	313	Paul Samra	274	Daniel Toshner	244
Anna Senra	352	Keinanga Tupouniua	312	Tiffany Cummings	274	Lawrence Turk	243
Matthew Lukesh	352	Majjargal Sukbaatar	312	Charles Reineke	274	Christopher Hudson	243
David Caraway	351	Jessica Amico	311	Peter Feaman	273	Patrick Connors	243
Lamonica Solomon	350	George Noujaim	311	Rae Duvauchelle	272	Luke Robertson	243
Anita Ferris	350	William Hand	310	Leaefonua Tualau	272	Wendell Waters	243
Minh Phung	349	Anthony Salas	310	Talofa Luau	272	Kura Framhein	243
Jacqueline Reim	349	Julia Flores	310	Andres Sylva	270	Monica Briseno	242
Faamaoni Fruean	349	Lilliann Scott	310	Jessica Sharp	270	Sopo Tauasosi	242
Robert Simmen	349	Crystal McNeese	309	Germaine Olear	270	Matthew Ingram	241
Matthew Knox	348	Emil Mohareb	309	Tommy Buchanan	269	Richard Evans	240
James Hayashi	347	Deanna Hernandez	308	Jireh Tuigatei	269	JoAnne Marks	240
Kristin Garramone-Hager	347	Michael W Ellis	308	Jacqueline McHugh	269	Anthony Burnett	240
Charlie Warren	347	Clovis Chan	306	Meaghan Maynard	269	Roki Siamomua	240
Akilotoa Hifo	346	Chad Evers	306	Zili Huang	269	Jeffrey Miller	240
Stephen DiCaprio	345	Kyle Gliosca	304	Justin Sally	267	Walter Rohrbacher	240
Evelyn Sau	344	Keith Spurlock	301	Earnest Loveless	267	Robert Held	239
Jonathan Santiago	344	Amy Buskas	299	William Heath	267	Alonzo Kindred	239
David Phillips	344	William Bair	298	Bervina Lane	267	Erianna Preston	239
Nicholas Powell	343	William Faulkenberry	298	Deedee Nkosi	267	Arcenia Anthony	238
Gregory Wright	343	Cheryl McLean	297	Felicia Ricks	266	Dale Meyer	238
Djenabou Diallo	342	Gabriel Zeigler	297	Demetrius Butler	266	David Nham	238
Dustin Kiss	342	David Moir	297	Frank Kocken	264	Rodney Ward	237
Tiffany Rintone	341	Elizabeth Shewatjon	296	Tiara Brett	263	Christopher Cummings	237
Peni Patelesio	340	Marcus Noel	295	Cassie Graham	262	George Baumberger	236
Alysia Dancosse	339	Diedre Sandbrook	295	Collene Hagler	262	Lester Evans	236
Mitchell Look	339	Heather Marcellus	294	Steven Harris	262	Kathy Satow	235
Kevin Holtz	339	Shannon Eberle	293	Alison King	261	Scott Florin	235
Daniel Phares	338	Murphy Bergeron	293	Naron Hamilton	261	Michael Nguyen	234
Arthur Westergren	337	Jason Duty	291	Michael Bager	261	Kyriacos Davis	234
Brian Slazyk	337	Christopher Fann	291	Mark DeFrancisco	261	Alon Fischer	233
Andrew Dailey	336	Zenobia Macarthy-Harris	290	Tanisha Moorehead	261	Kyle Johnson	233
Frederick Hyde	335	Marvin York	289	Nicol Johnson	261	Karen Miller	232
Matthew Girard	334	Jerry O'Reilly	289	Abolfazl Mohammadi	260	Artur Spektor	231
Dustin Soyk	334	Trenton Tipton-Fletcher	289	Kristina Cahill	260	Danielle Simon	231
Jane Dunlop-Sipa	332	Sarah Charnitski	289	Stanley Shewatjon	260	Dale Rearick	230
William Yelverton	331	Shannon Marroquin	289	Konnor Wylly	259	Gary Garofalo	230
Alphonso Hall	329	David Guzman	288	David Ackerman	258	Rachel Simon	230
Janet Bulmon	328	April Davis	288	Lynda Williams	258	Adelfa Parinas	230
Henry Bonner	327	Bill Saunders	287	Ronald Friedlander	258	Jared Lucas	230
Ryan Ward	326	Ghaith Ady	286	Jovan Warden	258	Carl Rudd	230
Brandon Grant	326	Lorraine Chaney	286	William Herrington	257	Luay Ghawi	230
Roman Voznyuk	326	Mark Wellman	285	Amber Hagen	256	Kevin Blankenship	229
Matthew Wilford	326	Lisa Hall	285	Donald Shinault	255	Dewey Lewis	229
Sally Givens-Bolin	324	Marshall Hall	285	Thomas Atzenhoffer	254	Clayton Gundrum-Tucker	229
Carlene Morris	324	Joel Delgado	284	Norberry Brown	254	Hunter Houvener	229

# World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Nichole Osgood	\$228	Christina Reil	\$221	Bryan Kidd	\$214	Robert Merickel	\$207
Matthew Lisby	227	Virginia March	221	Jarred Sykes	214	Enis Halilbegovic	206
Marvin Blanchard	227	Michael Dunning	221	Ron Boler-Gilliard	213	Craig Fairhurst	206
Aniva Tinilau	227	Robert Stelletello	220	Beverly Wermuth	213	Shardei Louis	206
Devin Phillips	227	Katherine Gordan	220	Vatapuia Vavau	213	Darren Cundiff	206
Maria Nightingale	226	Samuel Hum	219	Eric Williams	213	Harold Appleby	206
Maria Duarte	226	Patricia Natafalusy	219	Lleison Martinez	212	David Nicodemus	205
Shawn Bazan	225	Kristin Parente	218	Jean Reese	212	Paul Jones	204
Thomas Reagan	225	Dejan Kresic	218	Sorana Blackfoot	211	Danielle Riddle	203
Jacob Brockmann	225	Ricky Dipaola	218	Roseta Leota	210	Justin Clay	203
Richard Trunick	224	Raul Hernandez	218	Bonnie Wiebe	210	David Evans	202
Kyria Williams	224	Nicholas Wilt	218	Phyllis Anderson	210	Ty Lampkin	202
Bruce Thomas	224	Eleanor Ifopo	218	Sarina Lewis	210	Daniel Cuccherini	202
Kailee Manfredi	224	Alpha Robinson	218	Dmitriy Kagan	209	Daniel Godfrey	201
Peter Patrie	224	Emanita Pohahau	217	Ula Roebeck	209	Rupinder Toor	201
Catherine Wilkie	224	Crystal Lara	216	Arthur Carter	208	Josie Agorchukwu	201
Tasha Baldwin	224	Jennifer Leighton	216	Lima Drysdale	208		
Duane Anderson	222	Jessica Suttter	216	Max Osegueda	208		
Travis Eick	222	Yvonne Zarathustra	216	Daniel Rapp	208		
Jamie Strahl	222	Daniel Paris	215	Chad Potts	207		
Kevin Murray	222	Sebrena Cohen	214	Marc Frederick	207		

# Reinstatement Bonus



**Total: \$34,898.48**

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Sami Mogannam	\$3,654	Evan Holzhauser	\$472	Laura Abrams	\$303	Curtis Ross	\$243
Debra Bell	1,379	Patrick Parisi	433	Rosa Ngolo-Grubb	292	Byron Stuckless	242
Richard Walus	1,255	Natalie Soboleva	424	Rigoberto Pedroza	289	Susan Bergh	240
Denise DeFalco	869	Heidy Morataya	419	David Garbarskiy	280	John Collins	228
Arthur Westergren	812	Shawn Melvin	419	Peter Patrie	276	Lawrence Turk	225
John Bulecza	801	Irma Garate	412	Philip Currie	275	Peter Kaplanis	212
Scott Patterson	788	Iryna Sushkova	397	Alba Wandurraga	274	Jesse Zwack	209
Frank Kolligian	734	Steven Lucero	376	Jeremy Willis	271	Earnest Loveless	204
Glyn Hurst	674	Lisa Hinton	366	Lily Tchen	270	Daniel Potilechio	203
Lisa Sanders	628	Elyse Koven	364	Nicholas Linonis	270	Samantha Chui	201
Jose Sanchez	612	Jackie Alston	363	Victor Rodos	269	Jacqueline McHugh	200
Earle Harris	607	Albert Lau	344	Bradley Weigand	254		
Alison King	578	Linda Beshler	340	Kyriacos Davis	252		
Jodi MacPherson	551	Svetlana Belkina	330	Rodney Ward	251		
Nabil Spahi	476	Ernesto Magat	327	Benton Tong	246		